THIS WEEK'S NATIONAL PETROLEUM NEWS

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Coming Meetings

Northwest Petroleum Association, North Dakota Division, Powers Hotel, Fargo, N. D., June 10, 11.

Chicago Service Station Operators Assoc., Medinah Club, Chicago, June 11 and 12.

Society of Automotive Engineers, summer meeting, Greenbrier Inn, White Sulphur Springs, W. Va., June 16 to 21.

National Oil Marketers Assn., Mayflower Hotel, Washington, D. C., June 17.

American Society of Chemical Engineers, Cincinnati, Ohio, June 19, 20, 21.

Pennsylvania Grade Crude Oil Assoc., annual meeting, State College, Pa., June 20, 21.

American Society for Testing Materials, annual meeting, Book-Cadillac Hotel, Detroit, June 24 to 28.

American Petroleum Equipment Suppliers' Assoc., place to be named later, some time in August.

American Chemical Society, San Francisco, Calif., Aug. 19 to 24.

Kentucky Petroleum Marketers Assn., Brown Hotel, Louisville, Ky., Sept. 4 and 5.

North American Gasoline Tax Conference, Arlington Hotel, Hot Springs, Ark., Sept. 18, 19, 20.

National Petroleum Association, annual meeting, Hotel Traymore, Atlantic City, N. J., Sept. 18, 19, 20.

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S. Carolina Oil Men Visit Florida Neighbors

Seventy South Carolina oil men, their friends and families spent the last weekend in May on a visit to their neighbors in the oil business in Florida. They boarded a boat at Charleston early in the afternoon of May 25th. Arriving at Jacksonville early the next morning, they spent the day in sightseeing, golfing and otherwise being entertained by Jacksonville oil men. Leaving Sunday evening, they were back in Charleston early Monday.

"There was no attempt to have any kind of a business session aboard ship," said T. Wilbur Thornhill, of the Charleston Oil Co., who made the arrangements for the trip. "The purpose of the trip was to have the men connected with the oil industry in this state become better acquainted and to have a more friendly attitude toward others in the same business."

NATIONAL PETROLEUM NEWS

VOLUME 27 NUMBER 23

Roosevelt Discusses Oil's Place In His New NRA Program

By Teletype

WASHINGTON, June 4

PRESIDENT ROOSEVELT announced his plans for continuing a skeletonized National Recovery Administration until April 1, 1936.

This will not extend the life of the Petroleum Administrative Board or the Petroleum Labor Policy Board beyond June 16, however, unless special legislation is enacted by Congress.

The PAB's continued existence depends upon what kind of general oil legislation Congress enacts at this session, the President said.

Fate of the PLPB is tied up with the Wagner labor disputes bill which is now pending in Congress.

These plans for a stop-gap recovery program were outlined to 300 newspaper correspondents crowded around the President's desk at the White House late this afternoon.

Function of the new recovery administration would be twofold, it was pointed out.

First: It will collect data on the effect on industry—both employer and employe—of the abandonment of code enforcement or code requirements. But the President emphasized that there will be no effort to enforce working conditions or fair trade practices formerly existing under the NRA codes.

This can be interpreted to mean that, as far as present plans of the administration are known, nothing is to be done toward keeping any rules or provisions affecting refining or marketing.

Second: The NRA will see to it that firms securing government contracts comply with prescribed minimum wages and maximum hours and do not employ any persons under 16 years of age. Bid forms to be used by the government will specify the wages and hours, which it is understood will be substantially the same as in the former codes.

These same conditions as regarding compliance with minimum hours and maximum wages will apply to business taken in operations in which government loans or grants to states, municipalities or other government agencies are financing the operations.

This Week's Cover

The station shown on the cover this week was recently built near the center of down-town Cleveland by The Austin Co. for the Texas Distributing Co., Texaco jobber. The station is porcelain enamel, the design attempting to reproduce the "Fire Chief Hat" as well as can be done in a business structure primarily built to display oil and accessories and serve as an office for salesmen.

Apparently the NRA would also handle contracts for petroleum products purchased by the government agencies, as the President indicated that the Petroleum Administrative Board's life and authority depends on the kind of oil legislation which Congress enacts.

The Petroleum Labor Policy Board was among seven labor boards created under the NIRA which the President said must terminate in their present capacity.

The mediation and conciliation work in labor relations formerly done by the Petroleum Labor Policy Board is to be transferred to the U. S. Department of Labor, the President stated. An additional emergency appropriation of $600,000 will be sought for this purpose. The President emphasized that this does not increase the present power and authority of the labor department in any way.

Should the Wagner bill be enacted by Congress, the President indicated that the PLPB would be designated to administer its provisions as regards the oil industry. The President had previously endorsed general principles of the Wagner bill, which seeks to outlaw company unions and to provide for organization and collective bargaining for employes.

Asked if he considered the

Wagner bill constitutional, in the light of the supreme court's NRA decision, the President smiled and said that some people in Congress thought that it was.

As to general oil legislation, the President did not endorse any particular type of bill at his press conference today.

Six of the principal oil producing states have entered into a compact for oil control, the President stated. This compact is now on file in the State Department. It gives these states, he said, the right to set quotas for oil production. The chief objection to this, he added, is that it does not cover all the oil producing states.

The states subscribing to the compact, however, do not want any federal legislation, the President said. They want to give the compact a chance before resorting to federal legislation, he added.

However, a good many in Congress think, the President continued, that there should be some legislation to enable the federal government to act in case the compact fails. Such legislation would give the federal government the right to step in where a state did not live up to the quotas its own agency had set, he added. He emphasized that this step would be taken only if and when the state itself fell down in the task of controlling its own production.

There have been reports in Washington that the President had instructed Secretary Ickes to draw up a message on oil to be sent to Congress. However, this may not be forthcoming in view of the President's statement on oil matters today.

Oil Industry Continues on Even Keel Since NRA Pilot Was Dropped

THE oil industry continues to move on an even keel since the suspension of government supervisory activities under its NRA code, except for California, where trouble had been brewing for some weeks.

Over the country generally, there has been no evidence of wage cutting or lengthening of working hours on the part of oil companies.

Some large oil companies have announced wage increases within the past week. Others have announced present wages and working hours would be maintained.

There has been no evidence of oil companies taking up questionable marketing practices which were not indulged in when the code was in effect.

However, even in the period of the code, it was generally recognized that the federal authorities were making little effort to enforce the marketing rules and that compliance on the part of the oil companies was largely voluntary.

In California, there had been price disturbances even with the marketing agreements in effect. The suspension of the agreements, in which the principal oil marketing companies participated, even though they had their authority in another part of the NIRA than the code making section, led to open price cutting and brought up the problem of taking care of 500,000 gallons of gasoline a day from independent refineries, which had been handled through the agreements.

Principal California marketing companies are still endeavoring to find some way in which stability of the marketing situation can be maintained through voluntary efforts which will be within the law.

Over the rest of the country, the wholesale markets for petroleum products have shown increased strength in some cases. NATIONAL PETROLEUM NEWS index of the wholesale gasoline market of current date is a bit higher than a week ago. There has been a 2-cent cut in retail gasoline prices in Boston but there have been advances at some other points.

Regional code committee headquarters, which remain a clearing house for information even though the committees have suspended operations, report no complaints of cutting of wages, or lengthening of hours of work on the part of the oil companies.

The Planning and Co-ordination Committee, the oil industry's agency under the code, June 3 called upon the industry to maintain code wages and hours and to comply with other code provisions which are legally sound. Members of the Kentucky Petroleum Marketers Association unanimously agreed to continue to adhere to the code rules until the oil industry had worked out something to replace the NRA code.

Several large oil companies issued statements reassuring their employes that they would maintain present wages and working hours and some companies have announced wage increases since the NRA was dropped.

A wage increase of five per cent to offset increased living costs has been proposed by the Standard Oil Co. (New Jersey) to its operating subsidiaries, Walter C. Teagle, president announced about June 1. The matter is now being negotiated between the management and employes under the company's employe representation plan. The increase would be payable the first full payday after June 1 and would apply to approximately 46,700 employes earning $5000 or less a year. The domestic payroll would be increased a total of $4,000,000 yearly, it was stated.

Beginning June 1, the Sun Oil Co., Philadelphia, will pay a monthly bonus of five per cent to all employes now receiving $2500 or less per year. The company announced its desire to continue the activities of its employe and management unit council plan. Its statement said:

"It is the managment's conviction that, in the future, through these councils, any new problems which may arise can be properly and promptly settled without interference on the part of any state or federal government or any outside influence."

Regarding the supreme

(*Continued on page* 24)

The Editor's Viewpoint

Shall Government Control Business is the Issue

By Warren C. Platt, *Editor*

By Teletype
WASHINGTON, June 4

THE feeling getting around the country is that President Roosevelt is putting business on the defensive in order to save his face as much as he can from the rebuff given his recovery program by the U. S. Supreme Court a week ago.

The President last week seemingly laid down the major issue for his 1936 presidential campaign, when he said the people would have to decide whether the federal government should be given power to control and manage various "social" functions of government or whether that power should be left with "48 nations."

The White House executive staff also lets it be known that the President has received lots of complaints about hours being increased and wages cut since the Supreme Court decision. It seems to be the desire of the administration for the impression to get out that business men are bad boys and, now that the teacher has been deprived of his rod and his hands tied behind his back to boot, business is on the loose and is grinding "the people" under its heavy heel.

Those who have had experience with politics and politicians know that all statements by office-holders and their supporters should be carefully examined before being swallowed. It is considered perfectly fair dealing in politics to say the thing that the sayer thinks will do him the most good whether it happens to be the entire truth or not. No one is too high but what he may avail himself of this political license.

While the facts are not all here and available to business men, the suspicion naturally is that considerable salt should be sprinkled on this idea that business has broken loose and is trying to get back to long hours and low wages as fast as possible.

According to all reliable reports the more prominent industries of the country certainly are not cutting wages. Leaders of the oil industry here for the Planning and Co-ordination Committee meeting know of no wage cutting in the oil industry. Chairman Collett of the committee has no such information, in fact all his information is to the contrary and even of wage increases by a number of big companies. That also is what NATIONAL PETROLEUM NEWS has found from a canvass of the country.

These oil men know of no demoralization in the oil industry due to the Supreme Court's decision. They point out most emphatically that what the industry has done toward recovery has been done voluntarily. The oil code eased the minds of oil company legal advisors so they withdrew objections to the executives meeting and talking about the industry's competitive problems. Without question, that has been a big factor in the industry's recovery but the good things done, restriction of crude, a balancing of gasoline and other products to demand, eliminating free equipment and premiums, posting prices and reducing hours and raising wages were all voluntary actions on the part of the individual oil companies.

As these changes have benefited the industry these oil leaders intend to continue them in effect. No one, either in Washington this week or who has been contacted elsewhere in the country, has the slightest idea of doing otherwise. From all information that seems to be the point of view of other business interests.

However, there is no doubt that the New Dealers, who have been stripped of their dictatorial powers, are sore and disappointed and want those powers back and are, therefore, laying the groundwork to ask Congress for some of them at least, by making business men appear as a lot of bad boys who cannot be left to run loose outside the government fence unchaperoned by these custodians (?) of the public weal.

Of course, it stands to reason that, somewhere, some individuals are cutting the corners, but these are the people who have done it or would do it anyway, law or no law, if given enough time. They do not represent business any more than the crooked Democrat represents Roosevelt's party. We have always had them with us and always will.

The professional labor agitators are getting quite ferocious in their statements and are breathing hellfire and brimstone about the unnamed employer who cuts wages.

But then these agitators—also known as leaders—must always be out putting on a public exhibition of filling a lot of devouring dragons in order, so they believe, to hold their audience—their membership. And labor has not been holding its membership of late, despite all the noise and wrathful untrue talking and disorderly and coercive picketing. However, the labor crowd lends aid to the administration's seeming effort to put business in the nine hole.

This whole situation, therefore, points strongly to the probability that the next presidential campaign will be between those who believe that government should run business and those who do not. This issue, if it is thus maintained, will put every business man, every business establishment and every business association directly into politics, because those who want to control business more than at present will have to attack business directly, to accuse it of a lot of sins and alleged crimes, in order to stir up votes for their side. This will be a campaign unlike any other in the country's history. The outcome will depend upon the vehemence of the attackers and the skill and courage and intelligence business uses in its defense and counter attacks.

THE oil industry as such has kept out of all political campaigns and it should keep out of this one if at all possible, but neither oil, nor any other industry, should sit idly by and let itself be lampooned without reply. il, like all other industries, should frankly and directly see that its story reaches the public in understandable form and that all lies are called promptly, no matter by whom spoken.

The chances are that business men everywhere will be less hesitant to defend their own, as the honeymoon period of the New Deal is over and as the Supreme Court has led the way in spanking the New Dealers for getting too far down the road. No longer will business doff its hat and tiptoe softly in the presence of a lot of college boy statesmen, as was the case during the first period of this New Deal.

Washington is in a terrible turmoil these days, as can well be imagined, with some 5000 NRA employes here in Washington and many tens of thousands more of other New Dealer agencies here and over the country expecting to be fired any minute. Also the fact that the Supreme Court's decision was unanimous made the blow absolutely stunning.

If one judge had hedged a little bit it would have helped the New Deal's pride. But no, the court simply walked all over the advice of these college boy lawyers that the Administration had been living on—refusing the while the advice of seasoned lawyers even in its own ranks, and there were quite a number of them. Probably the most sinister minds in the country could not have planned such complete humiliation.

So, in looking at the next move, whether by the administration or by industry, one must bear this picture in mind. The administration and all New Dealers individually are going to do everything in their power to recover their pride, to keep themselves from appearing to the country as complete dumbbells. So the recovery plans from here on of the administration will be prompted by this motive and probably will be rather tinged with malice because it takes pretty broad gauge individuals to smile and be fair under such an overwhelming rebuke. And members of the New Deal certainly do not have any reputation for being broad-minded and capable of looking at all sides of the question.

This may seem like quite a rambling lot of gossip and conjecture I am writing but it is a picture of the next acts of recovery and the future moves of the administration cannot be viewed only as to whether they happen to apply directly to oil. As they apply to business in general so they will apply to oil. A move against steel, or the banks or what not will, in actual effect, be a move against oil. To dope out where you stand, where are you going or where you are being shoved, you oil men will have to study every move in regard to business down here.

By the time this reaches you the chances are the President will have stated at least some of his specific ideas for the next move, new legislation or new interpretation of the court's opinions and present law. In view of the state of fluctuation here, the oil men on the Planning and Co-ordination Committee have decided to sit tight, study and say nothing except to reassure the industry and the country that the oil industry is continuing to adhere to the standards of business developed during the period of the code. This will probably be the attitude taken at the meeting of the directors of the American Petroleum Institute, at New York, June 5.

THE oil leaders are canvassing possible future moves, of course, such as taking up and refurbishing the old code developed by the institute eight years ago and approved by the Federal Trade Commission. This voluntary code could easily be brought up to date and could be as effective as the late code has been. Effort by some will be continued to have the Thomas bill passed to give the federal government the power to control the interstate movement of crude oil. What percentage of the oil industry is for this bill it is hard to say, but it is quite doubtful if it is a majority.

While the oil leaders fully appreciate the value of getting together under the late code, they also fully realize, some of them more than ever, the inherent weaknesses and incompetence of government in business, regardless of who is administering government. There is not and cannot be, because of politics, the sharp, decisive and effective discipline in government that there is in business and which is necessary to get efficiency. Men get to high position in government not because of their ability to manage a business and get people to pay dollars for their product, but because of their ability to lead or mislead people and cause them to cast a vote which seemingly does not cost the voter anything.

While business men recognize the weaknesses of government they also realize that some things, under our civilization today, probably can best be done in co-operation with the government. But, after the experience of the past two years, business does not want to be shoved into a lot of new experiments at its own expense and under the dictatorship of ignorant, radical, even vicious and incompetent people like those who have flocked around Washington.

Yet the administration seemingly would make it appear that business men are 100 per cent

against government in everything and want to go their own ruthless way. Roosevelt is going to state that in generalities and therein lies industry's difficulties because it cannot be fairly stated in generalities. Each individual act or activity should be considered alone and in the light of present laws and practices.

It is difficult to discuss a particular business activity before the public and keep its attention and have it understand the subject with all the technical phases which one must appreciate to give it honest consideration. Business men in other lines do not understand the oil industry's problems any more than we understand those of other industries. Yet our tendency will be to pass judgment on the others' problems by considering a general statement.

We are launched on a new era for business. Where we will go and how successful we will be for our country and civilization will depend entirely upon the amount of study and thought that each one of us gives to what have heretofore been uninteresting and far away subjects.

From now on study Washington and what goes on there just as if it were in your own backyard and you had nothing else to do but sit on the back stoop, smoke and ponder over the problems it presents. It may not be very interesting at times but it is mighty important to you, your business and your children.

Chain Store Taxes Create New Competitors

By Warren C. Platt, *Editor*

BUSINESS men seldom seem to get close enough to the mechanics of government to realize its inefficiency and impotence and the futility of trying to change the course of economic law by act of Congress or legislature.

Human nature is such that it just loves to "git the law on the other feller." Give a little police authority to the average man and he hastens to a "5 and 10" store for a constable's badge and then proceeds to demonstrate its supposed efficacy on his brother man.

Intelligent and able oil men, who should have known better, fought long and valiantly at Washington, in the early days of the code, for the tin badges of police authority by which they would stop every sinful and uneconomic act of their competitors, and every other act which would lose the badge wearer some business. They saw no applicable lesson in the failing of the Great Experiment of prohibition,the days of which were then coming rapidly to a close.

From the beginning of the chain stores, the independent business man has been trying to head off their growth by legislation, generally to levy such heavy taxes as to make the operation of the stores impossible. The small town business man refused to see the weakness of his frowsy, ill-kept and poorly-managed store; he would not admit his own shortcomings even to himself.

But the chain store was inevitably a success against the poorly-managed individual store. As the chain succeeded individual storekeepers saw the lesson and improved their management and their stock, so that today the chains do not have such easy going. In fact some chains have failed and many chain stores have had to be abandoned.

It was but natural, therefore, for some oil marketers to see in the idea of a heavy tax against the chain store a chance to hamstring the business of their big competitors whom they have considered the chief reason for their not making more money.

Excessive taxes on chain gasoline stations have been applied in three states that we now recall, West Virginia and Indiana and more recently Iowa. In all three states the big companies promptly leased out their stations to their managers and business went on as usual, if not even better. The big companies do not seem to have much complaint over their operations in West Virginia and Indiana, in fact they keep so mum that one is led to the suspicion that business is better than under the old order of things.

With the infliction of the heavy taxes in Iowa the companies changed over to leased stations. In fact many had anticipated the tax because they wanted to get out from under the management of the now defunct Petroleum Labor Policy Board at Washington. Some also had changed over because they felt that leased stations could be better operated for larger gallonage at lower cost than when directly company operated.

Not all Iowa oil marketers by any means were for taxing chain gasoline stations, but the few who were, together with the lure of more tax money for the state officials, were enough to put the law over.

Today it is the opinion of many experienced marketing men, and it is our own opinion, that forcing the Standard of Indiana and the other big companies to lease out their stations, is doing them a real service. With all due respect to the excellent employes of the larger companies, the fact remains that the average man of intelligence and initiative works much better when he is out on his own, working for his own profits—a commission if you would—and running his own business.

Such a man will work early and late and not be restrained by any code or union hours, for his wages are not restricted as when on a salary. Such a man will get more fruitful work out of his employes. He will, in the main, run his business better, see the leaks sooner and stop them at once, and be eternally seeking and trying out

new ways to get business *and to make a profit.*

The bigger companies have able men in their employes and these men have had the benefit of excellent training. Now, all over Iowa, they are turned loose as Independent oil men, as bosses of their own business. Presumably some will not be able to rise to the opportunity but the chances are the vast majority will and when they do their old competitors will see a loss of gallonage which will not be due to price cutting. The majority of these ex-big company men should be able to make more money as Independent oil men and they will make it at the expense of any competitors who thought they could protect their own weakness by statute.

The strength of the Independent oil man has been in the fact that he was his own boss and had to live or die by his own initiative and energy. Those who lived, and thousands of them have, were just simply abler and smarter men than their competitors, yes, than even their big competitors. Today there are more smart competitors in Iowa than before the tax law was passed.

There is another side to the story which is cruel and that is the fact that the big companies, in leasing out their stations, had to end pension, sick benefit and life insurance for which many employes had been working for a score of years. The Standard of Indiana alone has had to let out some 800 employes. It is expected they all will be kept on by the men taking over the stations but that won't be for long, as these new station owners will find ways of reducing their pay roll and still render the same service to the public so that a lot of people will be thrown out of employment by reason of this new tax law.

Here is a letter volunteered by an ex-Standard employe, which seems to us a fair sample of what is happening:

"The Editor: I wish you would start a fight for the major oil companies on the recently passed chain store bill in Iowa which any sane person can see is prohibitive and means we have to cease operations.

"I have been with the Standard Oil Co. of Indiana for twenty-five years and have worked up to the point where I will receive a pension probably of $1500 per year; also was given a $2000 insurance policy and have been in their stock purchase plan ever since they started. Now this will mean nothing to me as I will lose all besides my job, as well as thousands of others.

"The independent oil operator thinks everything will be rosy for him if the major companies are removed (in fact they are the ones that are responsible for the gasoline industry being written in the bill) but how does he expect to stay in business when he is having plenty of trouble now giving away his profits? If the majors leave Iowa it will mean the most demoralized situation we have ever had; not only that but bankruptcy. I think if you go into this thoroughly and will start fighting for us it will help every one."

It is useless to argue that the companies should make some arrangement to continue these men in jobs and with all these benefits. They can't and comply with the law and they can't and make any money for their stockholders. When a tax is so burdensome as to make it cheaper to retire from business, blame the tax and not the business.

Our prediction is that the Independents of Iowa who were responsible for the inclusion of gasoline service stations under this tax law will fervently wish one of these days that they could undo the damage that they have caused themselves, and the good that they have handed to the bigger companies.

The inherent trouble with the NRA and all the codes was that in most cases business men sought by law to overcome their own weaknesses of management, of skill, of location and of equipment. The basic idea in so many minds was to so freeze everything that the lucky ones within the then existing circle were guaranteed profits and volume, regardless of brains and efficiency. The world simply has not progressed that way.

Oil Industry on Even Keel

(*Continued from page* 20)

court's NRA decision the company stated:

"Under the complicated system of codes which has existed for the past two years, production costs have become greater and greater, and the purchasing power of our people has become less and less, thus definitely and surely reducing our standards of living.

"We feel that the workers of the country have nothing to fear and everything to gain as a result of the supreme court's decision declaring the NRA dead and that the country can now go ahead to a great and permanent prosperity."

Wiley L. Moore, president of the Wofford Oil Co., Atlanta, Ga., an extensive marketing affiliate of the Pure Oil Co., telegraphed President Roosevelt June 3 that he was ordering a five per cent increase in pay to all employes of his company making less than $200 a month, which would affect several hundred employes throughout Georgia, the Carolinas and Tennessee.

"It is my earnest hope that increasing salaries at this time will add a bit toward more speedy recovery," he told the President.

William F. Humphrey, president of the Associated Oil Co., of California issued a public statement in which he said the company had complied with the NIRA and the provisions of the oil code and that "the company will continue to be guided in the conduct of its business by the same principles of fair competition and marketing practices and will also maintain the same schedule of wages, hours and working conditions so long as economic and competitive conditions will permit."

A. L. Weil, president of the General Petroleum Corp., of California, announced that the present wage scale and regulations governing working conditions would not be affected by

the supreme court decision, as far as his company was concerned.

On June 3 Shell Oil Co. renewed its agreement with workers on the Pacific Coast for another year guaranteeing them present minimum wages and maximum hours.

E. G. Seubert, president, Standard Oil Co. of Indiana, said no changes were contemplated by his company in wages and working conditions as a result of the NRA decision.

Tide Water Oil Co. announced a straight five per cent increase in wages for employes receiving not over $2500 a year after such raise.

Regional code committee headquarters at New York said they had received no complaints of cutting of wages or increasing of working hours and that they had checked with state code officials within the region and found the same condition. No reports of new questionable marketing practices of oil companies were reported.

Wilmer R. Schuh, Milwaukee dealer, president of the National Association of Petroleum Retailers and member of the P. & C. Committee, publicly urged dealers not to cut prices or give discounts. "I urge every gasoline dealer to go about his business as though the decision had not been rendered against the code. I plead with each one to disregard rumors of what the other fellow is doing and the temptation to listen to the rumors and begin chiseling." He told the dealers it was not the time to plunge wildly into a sea of chiseling which may drown the swimmer who does not measure the distance to the other side.

Marketing executives of oil companies with headquarters at Tulsa stated they had their field men on the lookout for evidence of price cutting or wage reductions but that such evidence had not developed either on the part of the oil marketing companies or the independently operated retail outlets.

Some oil company executives in New England and also in the middle west stated their tank truck drivers had asked to have their hours lengthened beyond the present 40 a week, pointing out such a move would be beneficial because of the nature of truck operations. No action has been taken in this matter at present, so far as it is reported.

Committee Studies Taxes

WASHINGTON, June 3.—The House Ways and Means Committee today adopted a resolution naming Congressman Hill, Washington, chairman of a sub-committee to consider what shall be done about the gasoline, lubricating and other so-called nuisance taxes due to expire June 30.

P. & C. Committee Asks Voluntary Compliance

WASHINGTON, June 3.—The Planning & Co-ordination Committee met here today to consider what future course it should take as a result of the invalidation of the oil code. Resolutions were adopted urging the industry to continue to observe code rules as a voluntary matter for the present. Following is full text of the resolution:

"RESOLVED, that when this meeting adjourns today it be to meet again on Friday, June 14, 1935, in order that in the meantime the present problems of the petroleum industry be given further study.

"RESOLVED, further that the industry be urged to continue to observe hours and wages of labor now in effect and lawful fair practice rules and principles of the Code as a voluntary matter, pending further announcement of this Committee, and that the various regional, state and other sub-committees continue ready to serve."

Ky. Marketers to Adhere To Code Provisions

LOUISVILLE, Ky., May 31.—The Kentucky Petroleum Marketers Association, meeting here today, unanimously adopted a resolution to continue adherence to all code rules governing fair marketing practices, until the oil industry has worked out a replacement of its NRA code. The association also recommended that no changes be made in the hours of work and wages.

The members decided that the matter of checking compliance volunteered by oil companies in Kentucky would be cleared through the office of the state association.

More than 100 Oil Code Cases to be Dropped

WASHINGTON, June 3.—Attorney General Cummings is preparing to drop more than a hundred cases involving the oil code. Of the 411 NIRA cases pending when the Supreme Court handed down the Schechter decision last week, about one-fourth involved oil.

Final score-sheet shows that the Oil Administration recommended 733 cases to the Justice Department for prosecution. Of these, 672 were approved, 28 were rejected for insufficient evidence, 4 were held for additional evidence, and 29 remained to be acted upon. The number of cases actually filed in court was 154.

Among the suits to be dropped is that against Gulf Refining Co. for allegedly working employes of its Girard Point refinery longer hours than permitted by the code.

The four anti-premium rule cases—Kostendt, Mills, Victor and Beacon Light—which the Government had appealed will be dismissed along with five cases against L. L. Coryell Oil Co. in Illinois. The Eason Case in which the government sought vainly to enjoin drilling in alleged violation of a new pool plan also goes by the boards.

The L. L. Coryell Oil Co., Lincoln, Neb., was the largest alleged violator sought in the middle west, and after volumes of alleged violations had been gathered in the field a federal grand jury indictment was returned Oct. 13, 1934, in Peoria.

Charges against the Coryell company involved labor and deviation from posted price provisions at Peoria, Kewanee, Rock Island, and Galesburg, Ill.

The company filed a motion to quash the grand jury indictment in January, 1935, claiming the code was unconstitutional and that violation of code hours and wages was a violation by the employe not the employer. That is as far as the Coryell case ever went.

Federal-State Fact Finding Body Finds Favor with President

WASHINGTON, May 30 PRESIDENT ROOSEVELT believes some kind of oil legislation should be enacted at this session of Congress but is not ready to endorse any particular bill.

That was the impression carried away from the White House yesterday by some members of the committee from the conference of oil associations called here May 28 by Wirt Franklin, president of the Independent Petroleum Association of America. The committee called on the President to report on the conference.

Later in the day the President said at his press conference he agreed substantially with the committee.

According to some members of the committee, the President advised them that he thought the Thomas oil bill, in its present form, might be unconstitutional in the light of the Supreme Court's NIRA decision.

The President, it is reported, believes a plan might be adopted whereby a joint fact finding committee from the industry and oil producing states might work together in determining consumptive demand and in recommending allocations to the states. The function of such an agency would be advisory only. Production quotas would be enforced by the states in cooperation with the federal government.

If such be the President's views, then it would seem that he leans toward the program which the Congressional oil investigating committee is known to favor. This program would include approval of an interstate oil compact and a fact-finding agency to determine demand and recommend quotas to the states, with the federal government co-operating to the extent of limiting imports and preventing the shipment of "hot" oil in interstate commerce.

Following its trip to the White House, the committee called upon Secretary Ickes and congressional leaders.

The committee presenting the report to the President was composed of: H. B. Fell, vice-president of the IPAA; Russell B. Brown, general counsel; Amos L. Beaty, L. S. Wescoat and Charles L. McMahon, members of the IPAA; Tom Glasgow, Motor and Equipment Wholesalers' Association; Sidney Latham, East Texas Land & Royalty Owners' Association; W. R. Schuh, National Association of Petroleum Retailers; W. D. Hudson, Tennessee Oil Men's Association; and Andrew Howsley.

IN A public report to President Franklin, Mr. Brown, general counsel, said that resolutions were adopted urging voluntary agreements among members of the oil industry, continuance of the tariff on oil imports, dropping of gasoline and lubricating oil taxes, and requiring integrated companies to report on the profits and losses of their different branches.

This latter proposal was first publicly suggested by NATIONAL PETROLEUM NEWS in an editorial in its May 8th issue.

The conference also adopted a resolution commending the efforts of unnamed governmental agencies to assist the petroleum industry. Another resolution adopted expressed opposition to the proposal to tax fuel oil.

Unable to agree on endorsement of the Thomas Bill or complete divorcement of production, transportation, refining and marketing, the conference split up into two groups. The producing group then unanimously approved the Thomas Bill while the marketing group endorsed the divorcement resolution.

Concerning the divorcement proposal, the President is said to have indicated that he thought the government lacked the authority. At any rate, the matter presented too big a question to be decided at the present time, he is reported to have said.

Text of the report presented, follows:

"The conference appeals to the Industry to continue the spirit of compliance with the policies outlined in the Code of Fair Competition for the Industry and of maintaining voluntary co-operation in observance of those policies and recommends that the Planning and Co-ordination Committee urge this upon the industry;

"The conference favors legislation extending the principles in Sec. 4(a) of the National Industrial Recovery Act permitting voluntary agreements between and among persons engaged in the petroleum industry when approved by the proper agency of the federal government.

"The conference urges Congress to pass at the present session the bill introduced by Congressman Morgan Sanders of Texas, H. R. 4744, continuing the present exise taxes on imported petroleum and its products and increasing certain of these taxes; and also eliminating the exemption from duties on fuel oil imported for supplies to vessels;

"The conference recommends that Congress be urged not to re-enact the present federal sales tax on gasoline and lubricating oil.

"The conference requests that the Securities and Exchange Commission make effective those provisions of the law requiring integrated companies to show the profits of each division of their business.

"In addition to the foregoing, representatives of the jobbing and retail marketing division present at the conference, feeling that it is imperative to insure the continued existence of the independent marketing industry, unanimously urge that Congress enact legislation to effect the complete segregation and separation of the petroleum industry into four separate and distinct industries composed of (1) Production of crude petroleum; (2) Pipeline transportation of petroleum and its products; (3) Refining of petroleum products; (4) Marketing of petroleum products; and further that such legislation prohibit the interlocking of any of said separate divisions by interlocking directorates or capital stock control.

"Representatives of the production division of the conference by unanimous vote urge that Congress at this session enact the Thomas bill, S. 2027, as originally introduced, which provides a sound economic basis of securing a permanent, assured and effective balance of supply with demand which is essential to the conservation of our national petroleum resources and the stabilization of the industry."

California Marketing Pacts Dropped, Voluntary Proration Revived

By Jack N. Westsmith
N. P. N. Staff Writer

LOS ANGELES, June 1 TERMINATION of the marketing agreements of the Pacific Coast Petroleum Agency was the first vital effect on the California oil industry of the Supreme Court decision declaring the NIRA unconstitutional. News of the decision came when Agency members and refiners were in conference on final details of the revised agreements that were scheduled to become effective June 15.

In the opinion of a majority of the attorneys present, the members and refiners agreements though approved under Sec. 4 rather than Sec. 3 of the NIRA were rendered inoperative by the decision. A majority was also of the opinion that features of the agreements would be violative of the anti-trust laws upon the withdrawal of the exemption expressed in Sec. 5-A, and that the effect of the decision, so far as based upon the delegation of legislative powers by Congress, applied by the same reasoning to section 5-A in that it would be equally an unlawful delegation to authorize the President, by approving an agreement under section 4-A, to grant an exemption from the anti-trust laws.

Acting on this advice, K. R. Kingsbury, president of the Agency, on May 29 sent telegrams to all members and refiners notifying them of the termination of the agreements but informing them that until May 31 the organization would continue to take surplus gasoline from any refiner who conformed to the terms of his contract with the Agency and to the orders issued under the authority of the code for May.

With the realization that federal control had ended, leaders of the California oil industry centered their efforts on a return to voluntary curtailment and on support for a state control measure then before the legislature.

In anticipation of the probable need for a revival of voluntary curtailment, the central committee of California oil producers had already taken preliminary steps to that end, and was prepared to take the initiative in co-operative action. This committee, representing by election all producers of oil within the state, set a quota of 512,000 barrels daily for the month of June. Unhampered by restrictions from Washington, the committee co-operated with the staff of the oil umpire in distributing the quota to all fields on what was believed to be an equitable basis.

IN A statement issued by Ralph B. Lloyd, chairman of the committee, and Oil Umpire J. R. Jemberton, producers were urged to demonstrate that the oil business in California can be stabilized by co-operative effort. The fact was emphasized that otherwise serious financial loss will be caused to the oil industry, as well as to labor and the general public.

Notice was given by the committee that all excess production incurred during federal administration would be cancelled and that producers would start as of June 1, 1935, with a clean slate, and with the highest quota allocated to the state within the past five years.

"Producers have it in their own hands whether the present price of crude shall remain, or whether drastic price cuts shall be made," the message said. "The producer who insists on selling his oil at a price less than the quoted market price plays directly into the hands of the bearish element within the industry. Such tactics have an immediate and positive effect on the situation as a whole."

Statistics prepared by the umpire's office, covering nearly six years of state-wide curtailment, show that at all times approximately 95 per cent of all oil produced in the state was in accordance with scheduled allotments. Probably less than one-half of the remaining excess was produced by operators owning their refineries and, therefore, only an extremely small portion of the state production was sold to refineries that were cutting prices.

DEL REY and Mountain View fields were the only areas where, so far, production was notably in excess of curtailment schedules. Chief offenders in these fields have been the Wilshire Oil Co., Bellview Oil Syndicate, Monarch Petroleum Co. and Mohawk Petroleum Co. Injunctions that had been issued against these companies in federal court have been quashed as a result of the Supreme Court decision and most of the wells involved are now reported to be running wide open.

Efforts to secure state control of crude production failed when on May 30 the legislative committee tabled the bill providing for creation of a commission to regulate output.

Notwithstanding the chaotic conditions in all branches of the industry on the west coast, wholesale and retail gasoline prices remained relatively stable in the Los Angeles Basin area. As the week closed major-company third-grade brands and leading independent competitive products were still generally retailed at 16 cents a gallon, second or standard brands were 18 cents, and Ethyl, 20 cents. However, an increasing quantity of gasoline was being offered at independent service stations in this area at 12.5 cents a gallon.

In the San Joaquin and Sacramento valleys conditions were less satisfactory. Reductions of from 1 to 3 cents a gallon on major-company third-grade brands were reported. The Bakersfield area was particularly affected, with numerous postings of 13.5 cents a gallon at retail, instead of the scheduled 16.5 cents.

No let-up was permitted in the attempts to maintain present schedules for crude and refined

products. Conferences continued between various groups of producers and refiners, in which former Agency officials participated. No definite plan had been developed for meeting the situation but officials of major companies agreed that the longer an actual break in the market could be postponed, the greater the chance that the trouble could be limited in time and area.

These officials, generally, were unwilling to make any definite promises as to the policy that would be pursued by their companies, on the ground that competitive and economic conditions might compel them to return to practices that had been abandoned by agreement.

Hasty Auction of Confiscated Crude Nets State 40 Cents per Barrel

By Lawrence E. Smith
N. P. N. Staff Writer

TULSA, June 1

SOMETHING novel was introduced into enforcement of proration in Texas on May 31 when District Judge Robertson, of Travis county, appointed a receiver and turned over to him 21,842 barrels of crude oil to be sold to the highest bidder.

The highest bidder was the Master Petroleum Co., which operates a small refinery at Waco. The crude had been consigned to this company from the East Texas field. It established to the satisfaction of the court that it had no knowledge of the fraud which the court found present in the movement of the oil.

The price paid to the state was 40 cents per barrel. The speed with which the receiver, Carl Casey, Waco, acted in selling the oil doubtless kept prospective bidders from knowing about the offering in time to bid a higher price and the small price paid is no index to the condition of the crude oil market.

A Carl Casey is listed in the Petroleum Register as superintendent of the Master Petroleum Co.'s refinery.

The oil, in the amount of 100 cars was billed May 25 by the Neirbo Sales Service to the Master Petroleum Co. and left the loading rack on waybill issued under authority of a Railroad Commission approved tender. Commission agents investigated and found that the serial number of the tender was that which was approved April 15 covering the movement of 9978 barrels from the W. W. Bennett reclamation plant to Swastika Refining Co. H. A. Miles, chief enforcement officer in East Texas, pronounced the Neirbo—O'Brien, spelled backward—tender to be a forgery. Forty-six cars were stopped at Mart and 54 at Palestine, enroute to Waco.

The attorney general filed suit under the recently enacted Texas law providing for confiscation of illegally produced oil and the district judge upheld the contention that the oil was illegal. The procedure was not contested. The court then appointed a receiver and turned the oil to him for disposition, which he did quite promptly. The money goes into the state treasury except for $17.70 court costs. The receiver declined to take a fee.

No test, therefore, was afforded as to the validity of the law, as nobody made a fight. There is a possibility that the law might be used to good advantage in clearing "hot" oil. A producer might fill a few tanks with excess production, adroitly direct the state's attention to it and get it seized, then through a confederate bid it in at a low price. The law makes no provision as to advertising the confiscated oil for sale.

Daily Average Production, Important Districts, American Petroleum Institute Figures

	Week Ended June 1	Week Ended May 25
	Barrels	Barrels
Okla. City	138,950	160,600
Total Okla.	494,800	523,650
East Texas	453,000	450,750
Total Texas	1,036,100	1,035,150
California	471,200	484,600
East of Rockies	2,104,700	2,120,700
Total U. S.	2,575,900	2,605,300
Crude Imports..	142,570	74,280
Total New Supply	2,718,470	2,679,580

The state won a victory in federal court on May 30 when District Judge Bryant denied temporary injunction against the Texas Railroad Commission. Tyler Pipe Line Co. had sued to prevent interference by the commission with the movement of 160,000 barrels of what was said to be charging stock. The material was 37 gravity. The attorney general argued that, by change in title and character, the plaintiff had attempted to appear as the "innocent purchaser," a term which has been in vogue in East Texas litigation for several months.

The court ruled that the plaintiff had not demonstrated the innocence of its purchase, that it had not exercised due diligence in conforming to the commission's rules or that it had proved the oil to have been produced legally.

Further evidences of enforcement activity were the recent sentences of two refinery operators to jail for violation of injunctions. Shortly after the new attorney general entered office he instituted a campaign of injunctive proceedings against refiners who had been operating on untendered crude. Judge Meredith, Gregg county district court, gave Guy Pierce, of the A. C. Green Refining Co. three days in jail and fined him $100 and imposed like sentence on Hubert Stiles, Riverside Refinery.

Enforcement of the new law requiring truckers to transport only products certified by the railroad commission to be legal, got under way with the arrest and fining of two drivers. One was arrested May 25 in Big Sandy. He was hauling untendered gasoline from the American Oil Products Refining Co. to Fort Worth. He pleaded guilty and was fined $50 by a justice of the peace. The same day another was arrested as he left the Acme Refinery, Gladewater, bound for Fort Worth. He was released on $300 bond. Both drivers returned to the refineries and unloaded the cargoes.

Oil Production is Purely Intrastate Roosevelt Tells Reporters

By A. M. Petty
N. P. N. Washington Bureau

WASHINGTON, June 1

MANY lawyers felt that the U. S. Supreme Court's decision in the Schechter Case, besides killing the oil code and NIRA, had cast some doubt on constitutionality of the Thomas oil control bill.

However, President Roosevelt has gone miles further than that. He has declared that the decision, by implication, says the federal government has no authority at all over the oil industry.

The President's remarks about oil were part of a history-making talk he made May 31 at his press conference.

Oil production, like other mining processes, under this decision, he pointed out, is a purely local transaction. No matter where the oil is produced or where it goes or what its effect on interstate commerce, the federal government cannot control it, according to the implication of this decision, he added.

It was the second time this week that the President had expressed doubt about federal oil control. Two days before, a delegation from Wirt Franklin's conference of oil trade associations was told that the President thought the Thomas bill, in its present form, was unconstitutional.

This leaves Chairman Fahy of the Petroleum Administrative Board in an embarrassing position. No longer than four days ago, Fahy stated that the NIRA decision did *not* affect constitutionality of the Thomas bill.

The President told the 250 note-taking reporters jammed around his desk that the Schechter ruling was the most important since the Dred Scott decision in 1856. He remarked that the country's failure to meet the issue raised in that case during the four years following brought on the Civil War.

By its decision in the NIRA case, the President said the Supreme Court has taken a step backward. It has narrowed the court's previous interpretations of the "commerce clause" of the Constitution—and thus restricted the scope of federal authority —to a "horse and buggy" definition.

Incidentally, the reason that "horse and buggy" phrase has crept into all newspaper stories is that it was the only portion of his remarks which the President authorized for direct quotation.

The remainder of his hour-and-a-half talk was "background," that is, it could be used only in indirect quotation. Seldom does the President authorize direct quotation unless his statement is in the form of a mimeographed hand-out.

WITH Mrs. Roosevelt and Senate Leader Robinson seated behind him, the President began by reading from a batch of telegrams selected from the several thousand he has received since the Blue Eagle's death May 27 through the court's decision. The telegrams all asked for continuance of some kind of NIRA. Suggestions ranged from a constitutional amendment to legislation to take away the Supreme Court's powers. Many indicated a belief that the President could get a new law passed which would get around the decision.

The fact that most of the suggestions called for action showed that the newspapers and radio had failed to bring out clearly the real implications of the Schechter decision, he added.

Quoting from the decision, the President then launched into a detailed analysis of its implications. He said that by *obiter dicta*, at least, the court had denied the federal government's authority over anything but goods in transit and a few details of their handling which directly affect interstate commerce.

This was in effect saying, he continued, that the federal government has no control over four of the five principal human activities—transportation, construction, mining, manufacturing and farming. Of these, only transportation remains within reach of Congress' powers.

The President's analysis of the decision's effect went further than the comment of the New Deal's harshest critics. He cast doubt on the crop-control program, the securities and exchange commission and stock exchange acts and also, by implication, on some other federal activities which antedate his administration.

Although he disavowed any resentment at the decision or intent to criticize the court, some of his listeners thought they detected a note of bitterness in the President's remarks. This was noticeable in his comment implying that the Supreme Court had upheld federal authority when the suit was brought by coal mine operators but had reversed itself in passing on a law (the NIRA) designed to protect the coal miners.

To some it appeared that the President was overemphasizing the decision's implications. It seemed almost as if the administration had first scrutinized the decision for a loophole and finding that there was no way of minimizing effect of the ruling, went to the other extreme, according to one observer.

The President said that the decision squarely presented the question of whether the federal government or the states are to have control over national economic and social problems. He pointed out that American civilization is infinitely more complex now than when the Constitution was drafted and said it was impossible for a state to protect itself against the effects of economic or social disturbances in neighboring states. Joint state action, even if the states could agree, would be too slow, he added.

Several times he emphasized that every other government in the world has the power to legislate and administer laws which have a bearing on general con-

trol over these national problems.

This issue, he said, must be solved by the people—not this summer, nor next year, but within five or ten years. Beyond saying that a constitutional amendment was not necessarily the only way for the Government to exercise these powers, the President would not disclose what he has in mind.

Among possible solutions suggested to the President was a system of corporate taxation with refunds to corporations agreeing to submit to federal regulation. This is the basis of the Guffey Coal Bill.

Some lawyers think it might be possible for Congress to define "interstate commerce" in such a way that the Supreme Court would have to admit of a broadening of federal powers. Others believe that amendment of the Constitution is the only way this could be done.

The President's remarks were regarded by some as a frank bid for popular support of further centralization of power at Washington. Instead of accepting the decision as a setback, he is using it as an argument to obtain a firmer foundation for his whole New Deal program.

He shook in the face of cotton, tobacco, wheat and other farming groups the prospective collapse of the AAA program with its benefit payments running into hundreds of millions of dollars. Following his prediction of 5-cent cotton, the staple dropped over $3 a bale.

This interpretation was borne out by the President's disparagement of voluntary industrial agreements. He said it would be impossible for the decent 90 per cent to bear up under the chiseling 10 per cent.

Protests against the President's views were immediately voiced on Capitol Hill. Republicans denounced the proposal as "Hitlerism" while Democrats cried that it meant jettisoning their party's traditional doctrine of states' rights.

While the President may gain considerable popular support by his recital of the implications of the Schechter decision, it was suggested, what will be the people's reaction when they fully appreciate the implications of centralizing government at Washington?

It would be well for the people to hark back to the issue in the Schechter case, according to one Southern democrat of states-rights inclinations. It was simply this, he said. Has the federal government the power to say that a local poultry dealer has no right to select a chicken from a coop but must reach in and take the first one he lays hands on? That, and the question of how much shall be paid to the men who kill those chickens and how long they work, was the issue.

That is an indication of how far the federal government would go in regulating "national" economic problems, he added. He said the people of the South with their ever-present racial problem should consider how far the federal power over "national" social problems might be stretched.

Oklahoma Commission Will Accept Industry Demand Findings

By Teletype
TULSA, June 4

THE Oklahoma Corporation Commission will be glad to receive estimates on demand for crude petroleum each month from an industry committee, provided no arrangements are made for the Bureau of Mines to carry on the work which has been done under the code by the Oil Administrator.

Chairman Reford Bond, said Monday that the commission does not want to return to the old method of calling for nominations from purchasers. This system was in use during the flush days of the Oklahoma City field and was productive of considerable dissatisfaction. Several operators and purchasers have indicated to the commission that they hope the method will not be used again.

NATIONAL PETROLEUM NEWS on May 29, published the expressions of Chairman Ernest O. Thompson, of the Texas Railroad Commission. He said the Texas regulatory body would accept as expert testimony the findings of a committee of economists established by the industry, if no more recommendations are made by the federal government. Such economic studies were ended by the Oil Administration, of course, with the ending of that administration.

Chairman Bond said it was the preference of the Oklahoma Commission that the Bureau of Mines take up the making of national surveys of crude oil demand with recommended allocations to the states, but that if that could not be arranged, the Oklahoma Commission would accept as expert testimony on the situation the findings of any fair and qualified committee of the industry.

The industry need not fear, he added, that Oklahoma will disturb the balance of supply and demand that has existed.

South Burbank Unit Plan Nears Final Approval

TULSA, June 3.—A unit operation plan for the south Burbank field, Osage county, has reached the stage of approval by 15 out of 17 companies in the field and is understood to be ready for the formal approval of the Interior Department. The plan will take in more than 2100 acres.

The field, of the newer development in Oklahoma, has been under proration and drilling restriction of a voluntary nature for some months. Under the plan one company will conduct operations. The Carter Oil Co., it is understood, has been selected as the operator. One of the major reasons for producing the field as a unit is to maintain formation pressure. Gas will all be processed in gasoline plant and the residue will be returned to the sand.

Approval of the Interior Department, now that operators have agreed on the basic principles, will probably be forthcoming promptly. Extensions by the department from time to time of the drilling shutdown agreement are understood to have been to permit the working out of a unit plan.

Supreme Court Decision Reaches Gray Horse

To the Editor:

Our newspaper, the Gray Horse Weekly Scabbard, came out Friday with the news that the U. S. Supreme Court had put all the codes into the trash can. We had previously heard some rumors about it, but it was supposed that the decision had to do with killing chickens without due process of law and as most of our chicken killing is done by interstate traffic along our highways, we thought the court's ruling would have no effect on our community life.

But the Weekly Scabbard said it was being applied to everything and our local code folks immediately lined up to support the court. The result is that we have gone back, overnight, to the pre-code days when we were ethical from choice, the alternative being a punch in the snoot from the man who thought he was being injured.

Gray Horse has enjoyed some benefits from the activities of the past two years and we are sorry to see certain projects ended, if this decision means the stopping of PWA and FERA, etc. We are a little hazy here about whether those things are affected but Mr. Ickes will no doubt clear it all up soon.

More than a year ago we got a municipal bird bath from the government. This is really a contribution to our civic beauty, although it hasn't worked out just as planned. It is located alongside a machine shop and the birds seem to prefer taking their baths in the creek, as formerly. The city council gave up trying to entice our feathered friends to this project and several weeks ago it was decided to turn the bath into a dog pound, so the salvage was 100 per cent.

The petroleum code, however, was the thing that had most bearing on this vicinity, as our interests are predominately oil. We had become accustomed to the many meetings of committees and boards, which had in recent months taken on a social aspect. In fact, they had nearly replaced the gatherings of the Odd Fellows, A. O. U. W. and W. O. W. We had even progressed to the forming of a Ladies Auxiliary under the Code of Fair Competition. A little reorganization will be necessary to turn our night life back into the old channels.

"Pop" Withers, owner and manager of the Octane and Vitamine filling station and cafe, began giving away articles of small value with each five gallons of gasoline when he heard that he had been released from his oath. Previously, under exemption granted by the district code chairman, he had been giving away the articles with 10 gallons. "Pop" had added to his line of gifts and is now distributing chain letter forms and picnic napkins.

OUR local labor trouble seems to have been cleared up automatically by the court decision. The two pumpers who work on the We-hap-see lease east of town several months ago brought on a situation that called for government intervention. One of them joined the union and demanded collective bargaining while the other stayed non-union. The federal labor board called an election in the matter and this resulted in a tie vote.

The labor board then ruled that the boys could handle the proposition in either of two ways. They could go along with one bargaining collectively as to himself and the other individually, or they could have collective bargaining every other day and individual discussion with the farm boss the other half of the time. Another election was held on this question and again it ended in a tie. There the matter rested at the time of the court decision.

Eb Pastern, who has been working as a code compliance officer in this district for NRA, is rendered unconstitutional and in violation of the Fifth and Fourteenth amendments by the decision. He now goes back under AAA and will resume his old occupation of not raising wheat, corn, etc. He also plans to add a line of cotton growing restraint.

Henry Hone, proprietor of the Velvet Touch Barbery, has announced a scale of uniform prices. He became confused about his status a year or so ago and posted two schedules, one for interstate and the other for local shaves, etc. The interstate ones applied to tourists. Everybody will now be treated alike.

Elezear Bunce's mind was made up for him by the Supreme Court and he will continue climbing poles for the telephone company. He had been toying with the idea of getting a job in East Texas with the Glavis investigation people, as he is quite handy at tapping telephone wires and listening to what folks are saying.

Our Gray Horse Stripper Well Society, of which your correspondent is president, will undergo some reorganization right away. The agenda for the past year has been code reform and extension but that line of endeavor is now ended. It is planned to conduct a public contest and award prizes for the

best suggestions as to what we can work on.

Some of the members favor starting a movement to stop paying salaries to Supreme Court members and others think we should resume work on the oil tariff question, showing the wide range of thought in the matter. The important thing, of course, especially to the salaried officers, is to keep the society going even if a line of fraternal insurance has to be added.

Ezra Jarboe will spend the next few months with his wife's folks in Kansas. Ezra has been an organizer for the oil field union and was quite expert at explaining the labor sections of the recovery act to his prospects. He will no doubt be a welcome addition to the social circles which he is entering as he has accumulated a number of views on Capital vs. Labor.

The latest edition of the Petroleum Code has been received at the library where it can be consulted by any interested person.

Brown Succeeds Arnott as President Of Socony-Vacuum; Pratt Retires

NEW YORK, May 31

THE election of John A. Brown to the presidency of the Socony-Vacuum Oil Co., Inc., to succeed Charles E. Arnott, who retired to become a vice-president, was announced at the company's annual meeting here today.

Herbert L. Pratt, who has been with the Socony-Vacuum and its predecessor companies for 40 years, retired as a director and chairman of the board.

Mr. Arnott's move was made, he announced, as a result of the heavy pressure of work incurred by his position as head of national stabilization work within the petroleum industry. He was active in efforts to form the so-called East Coast Marketing Agreement and spent considerable time in the central west when retail petroleum markets were stabilized there.

Mr. Arnott also has taken an active part in code activities, being a member of the Planning and Coordination Committee and chairman of the marketing sub-committee of the code.

With the exception of Mr. Pratt all of the other directors were re-elected. They are: Mr. Arnott, John A. Brown, Edward R. Brown, Arthur F. Corwin, Frederic Ewing, Frederick F. Fales, George V. Holton, Charles L. Jones and Harold F. Sheets. The position of chairman of the board was not filled.

Mr. Brown in commenting on the company's position said that April had been a profitable month and that "we sincerely hope that the business situation will permit the continuance of increasing profits during the remainder of the year."

He stated that it was the opinion of the company's counsel that so far as they could see the Wheeler-Rayburn utilities bill, in its present form, was not likely to have any particular effect on the Socony company.

John A. Brown

In reply to a stockholder's question Mr. Brown said that he believed the company would receive dividends from the Standard Vacuum Oil Co. This company was jointly formed with the Standard Oil Co. of New Jersey to operate holdings in foreign fields.

Mr. Brown, the newly elected president, will remain as head of the executive committee. Mr. Brown entered the oil business in California in 1911. After several years spent in Mexico and the Dutch East Indies, he was made a vice-president of the General Petroleum Corp. of California, a Socony-Vacuum subsidiary, in 1928.

He was elected president of the General Petroleum in 1930 and in 1933 came to New York as chairman of the executive committee and chief executive officer of Socony-Vacuum.

Mr. Pratt, who joined the Standard Oil organization in 1895 after his graduation from Amherst College, is retiring under the privileges of the company's retirement plan, it was announced.

In 1911, Mr. Pratt was elected a vice-president of the Standard Oil Co. of New York and became its president in 1923. He became chairman of the board in 1928, and in 1931, following the merger of the company with the Vacuum Oil Co., was made chairman of the board of the new concern.

U. S. Crude Stocks Fall 630,000 Barrels

WASHINGTON, May 31.—Crude oil stocks totaled 323,379,000 barrels on May 25, a decrease of 630,000 barrels from the previous week, according to a report today by Administrator Ickes.

Grade of Crude	May 18	May 25	Chg. from May 18
	(Thousands of Barrels)		
Penna. grade	4,636	4,657	+ 21
Other Appal.	1,001	1,066	+ 65
Lima-N. E. Ind.-Mich.	1,297	1,332	+ 35
Ill.-S. W. Ind.	11,693	11,636	— 57
N. La. and Ark.	10,334	10,216	—118
W. Tex. and S. E. N. Mex.	31,168	31,115	— 53
East Texas	30,861	30,892	+ 31
Other Mid-Cont.	147,547	147,888	+341
Gulf Coast	22,469	22,473	+ 4
Rocky Mountain	27,556	27,535	— 21
California	31,399	30,663	—736
Domestic crude	319,961	319,473	—488
Foreign crude	4,048	3,906	—142
Total	324,009	323,379	—630

This porcelain enamel station of the Staebler Oil Co. of Ann Arbor, Mich., is of the type that has been approved by the Dixie Distributors of Michigan as a standard design for all stations. It has also been approved by the Interstate Dixie Board for use in other states

1935

STATION MODERNIZATION FEATURES

Display Uniformity Utility

By John W. Thompson
N.P.N. STAFF WRITER

THE race among oil companies to secure new station locations is over and in its place has come a sane program of rebuilding and modernizing existing stations, and installing up-to-date equipment and facilities throughout—all to serve a wider range of motorists' needs thoroughly and expeditiously.

In this work the oil company is offered new building materials which lend themselves to the typical needs of design of station buildings, particularly in their attractiveness at night, in which modern lighting has also done its part.

The manufacturers of service station equipment have done their part, not only in improving the efficiency of the equipment, but, in many cases, in giving it the design and appearance which harmonizes with the modernized station.

The new computing and recording types of gasoline pumps, for example, can be secured in housings and colors which fit into the style of the modernized station.

The use of glass to such a great degree in the modern stations makes more necessary than ever before good housekeeping and good appearance of the lifts, greasing equipment and fittings on the inside of the station building.

Porcelain enamel sheets can now be produced in a variety of shapes and curves, thus widening the scope of design afforded by this particular type of material.

Terra cotta blocks are now machine-made, bringing this architecturally perfect building material into a price bracket where it can compete with other materials.

Glazed brick and tile offer many possibilities for harmonious design, and glass block, although not widely used as yet, offers many unique and decorative design potentialities.

Galvanized copper steel is also finding favor as siding material, due to its resemblance to wood siding and the fact that it is portable and has a long life of service to offer.

There are possibilities in station modernization for any one of a number of building materials. One engineer for a large oil company, for example, expressed the opinion that a composition material made of compressed wood fibre could be used in station construction.

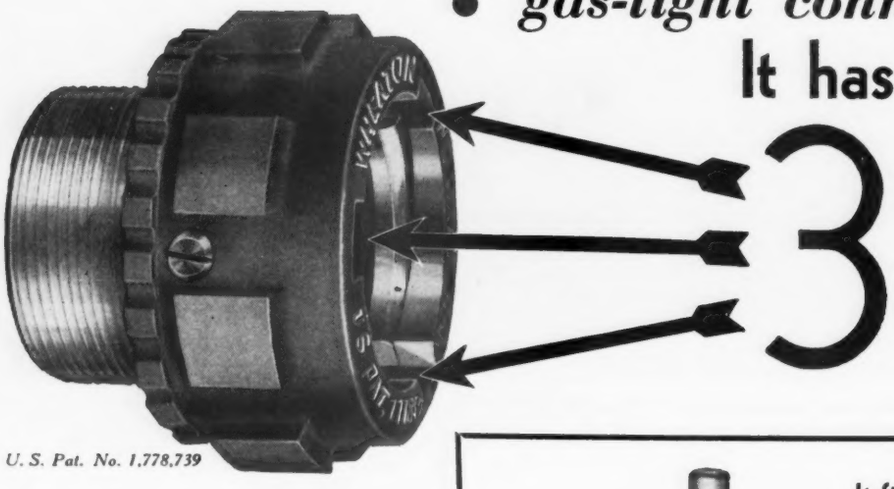
Probably the most outstanding trend, or continuation of trend, in modern service station design is the increased use of glass. Some stations are built with an almost uninterrupted band of glass around three sides, with door frames and corner posts forming the only obstructions.

The modern station is in reality a large display cabinet, in which are placed in full view from the outside the lifts, greasing equipment, tire stock, batteries, and practically all accessories and facilities which the

Here's a NEW coupling that gives you

- *tighter connections*
- *gas-tight connections*

It has



3 slots instead of two

U. S. Pat. No. 1,778,739

Type 34 Quick Hose Coupling

THE Wheaton Type 34 Quick Hose Coupling has *three slots*, instead of two—and that *additional slot* is what puts this new coupling far in advance of all others. It gives you the *tightest* connections ever known—and perfectly *gas-tight* connections, too.

To connect the hose, you just slip the three slots of the coupling over the three lugs of the adapter (attached to the faucet), and give the coupling a part turn. This can be done with the hands, it fits so tightly and turns so easily. A wrench, however, can be supplied for emergencies.

Give your delivery system the last word in quick hose couplings—a coupling that makes deliveries easier, quicker and safer. Install the new Wheaton Type 34, and start every delivery with a hose connection that is perfectly *tight* and perfectly *gas-tight*.

Remember, Type 34 fits all Wheaton Faucets, and is made in 1½", 2", 2½" and 3" sizes. The 1½" and 2" couplings do not require a wrench. Send for a sample now and give it your own test—on the Wheaton money-back guarantee.

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Newark, N. J.

Factory Representatives

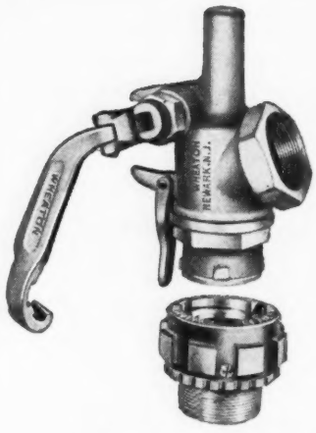
William A. Knapp Company
1626 Walnut St., Kansas City, Mo.

Earl F. Sayers,
1838 W. 33rd St., Chicago, Ill.

Mechanical Products Corp.
Los Angeles and San Francisco, Cal.

Canadian Mfrs. and Distributors:
Empire Brass Mfg. Co., Ltd., London, Ont.

It fits all Wheaton Faucets



Type B Truck Tank Faucet

Type 24 Truck Tank Faucet

Type 33 Truck Tank Faucet

Dust Cup

Type 31 Truck Tank Faucet

Patents Applied For

Wheaton

FAUCETS - VALVES - JOINTS - COUPLINGS - FILLERS - NOZZLES - FITTINGS

station has to offer the motorists.

The 1935 trend in station design does not encourage the use of frills or "what nots." It is impressive because of its simplicity and utility, and at the same time is enhanced in beauty through the choice of colors which the new building materials offer.

Building materials which will hold their color through the years are very much in demand for station modernization. For that reason, in addition to porcelain enamel, terra cotta, and enameled brick and tile, stainless steel and aluminum are very much in favor for use as decorative trims.

A number of new station designs are including pylons which are harmoniously worked into the architectural scheme. The chief purpose of these pylons is to carry the name or design so that it will be prominently displayed and recognizable at a distance. The pylons are normally designed with a glass panel into which are fused the identifying lettering. Neon tubing is also used in place of the glass.

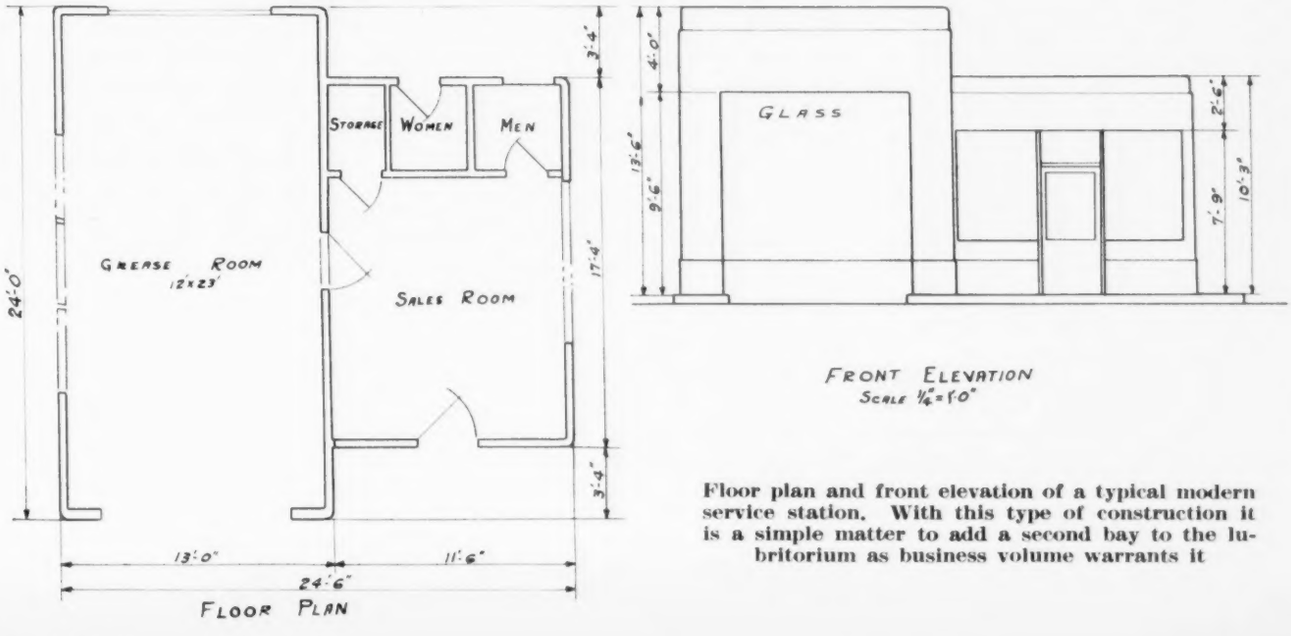
It was not so long ago that oil companies confined their uniformity of appearance to standard signs which identified the outlets for particular products. Today, however, the station itself, through its uniformity with other outlets in the same company, serves as a mark of identification for the passing motorist. Identical stations of colorful design are becoming a very effective means of driving home a lasting recognition of a petroleum product through its retail sources.

A typical Sun Oil Co. station. The building, with the exception of the door, is made entirely of a copper bearing steel. It has a steel deck roof and porcelain shingles. The continuity of design of the Sun stations is a definite factor in that company's advertising effort

Standardization of station design, in addition to the construction advantages gained by volume purchases, enables the marketers to introduce many other savings in operation by uniform layout of the interior. There is a place for everything and everything has its place, so that the attendants are as efficient and the patrons are as much at home in one station as in the next.

As advertising, a chain of uniform stations carefully designed to integrate layout and visual appeal possesses value beyond estimation. It multiplies the worth of every word of printed advertising and itself becomes a fundamental part of the entire merchandising program.

The many glazed and porcelained materials now available for station construction offer the oil companies a saving in maintenance cost. By periodic washing, the building can be kept



Floor plan and front elevation of a typical modern service station. With this type of construction it is a simple matter to add a second bay to the lubritorium as business volume warrants it

This view shows the new Shell sales unit with a one-car lubritorium added. Notice the rounded corners, new to porcelain enamel construction, and the horizontal trims which are carried completely around the building by taking advantage of corner ribs and window and door sash

in a fresh and bright condition. Then, too, there is the saving in illumination cost which these buildings afford. It takes less electric current to show off the buildings which have this high glossy finish.

Oil companies are resorting to a number of methods in modernizing their stations. In some cases old buildings are completely torn down and new ones erected in their places. Oftentimes the frame of the old building is saved and the new material fastened to it. It often happens that only the basements and foundations are worth saving, or on the other hand the existing building is left untouched and is used as a frame to which a veneer of the new material is fastened.

Some companies have found it advisable to make minor repairs to existing buildings and to equip these stations with new covered lubritoriums of the newer type. Then as the business increased to a point where a new office building could be built from the profits, the old building would be torn down and a new one erected in harmony with the new lubritorium. In this way, each station helps to pay for its own modernization.

The salvage value of both porcelain enamel and steel buildings makes these materials economical over a period of time. Particularly where a company leases property on a 5- or 10-year lease and then builds its own station. When the lease expires it may be found desirable to vacate the property in favor of another location. If the building is of a portable nature it may be dismantled and set up on a foundation elsewhere, whereas if the material in the building could not be salvaged for rebuilding, that station would be lost to the oil company except for the scrap value the material might bring.

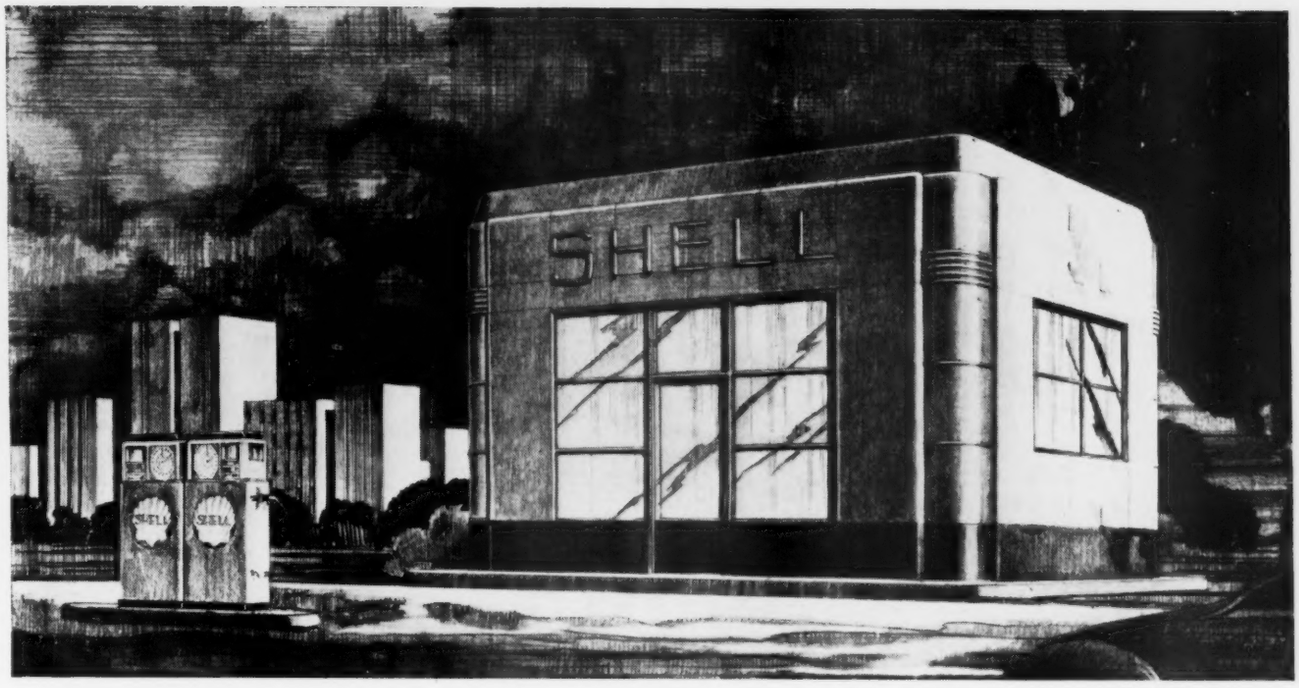
All the new building materials can be erected by local labor, but it is recommended, especially in the case of porcelain enamel and terra cotta, that a foreman familiar with the material and the station design be employed to facilitate and speed up the work. Experienced erection crews do save time, however, particularly in the case of porcelain enamel erection. One company in experimenting along this line, found that on a two-lubritorium job, as much as 200 man hours were saved by using an experienced erection crew on the job.

Although slag drives cost only about 9 cents per square foot to install and concrete averages about 22 cents, the majority of oil companies are swinging to the concrete driveway, and in many cases are using concrete over the entire lot. One company specifies that the concrete section over the tanks or any area over an excessive fill shall be 6inches thick, reinforced with $\frac{3}{8}$-inch rods which should be $1\frac{1}{2}$ inches from the bottom of the slab, in addition to a wire mesh.

One oil company using concrete drives, mixes lamp black with the concrete to give it a black appearance which forms an excellent contrast with the station colors. In constructing a station this company finds a considerable saving in pouring the concrete for the drives, approaches, air bases, and building foundations all at the same time. With this work out of the way, the erecting of the station and installation of equipment can go ahead without any loss of time or delay due to any of the concrete work being done.

Another oil company, operating in the middle west follows the policy of putting in drives of crushed stone which are allowed to settle for a year or two, and are then used as a foundation for concrete.

With the increased use of glass so evident in modern stations, modern servicing equipment in the lubritorium takes its rightful place as a display feature in promoting the sale of lubrication and other services to the motorist. Oil companies who are modernizing their lubritoriums have found that up-to-date equipment helps to sell lubrication service. Lifts, pressure gun racks, highboys, overhead



This porcelain enamel station shows the design which Shell is adopting in its rebuilding program. This unit is a sales room, to which may be easily added as many lubritorium bays as the station volume permits

air reels, washing facilities—all are constantly on display in the well organized modern lubritorium. Some stations are so arranged that the complete stocks of tires and batteries can be seen easily from the street. It is becoming quite common now to see stations provided with plate glass bays for displaying their various accessories.

The new types of cash recording gasoline pumps are being included in practically all modernization programs. Pump manufacturers are designing cabinets that are in architectural harmony with the new-stations so that the general appearance of the station layout is one of unity.

Visual selling has long been considered one of the most effective sales methods. It is a type of selling which the 5- and 10-cent stores follow religiously, with very satisfactory results. In these stores everything is in the open, on display. Nothing is hidden from view that is intended for sale. And now this idea is being used more nad more in the design of the new stations. Display is the keynote. Display of lifts, wash racks, stock of tires, tools, grease guns makes it easy for every customer to *see* what is offered in the way of service and products.

A number of stations are being rearranged and redesigned to accommodate a wash rack, a service which can become a very profitable one for the oil company in caring for its customers. In many cases companies are finding a lift to be of considerable help in washing a car. It speeds up the operation and at the same time permits the washer to do a more thorough job.

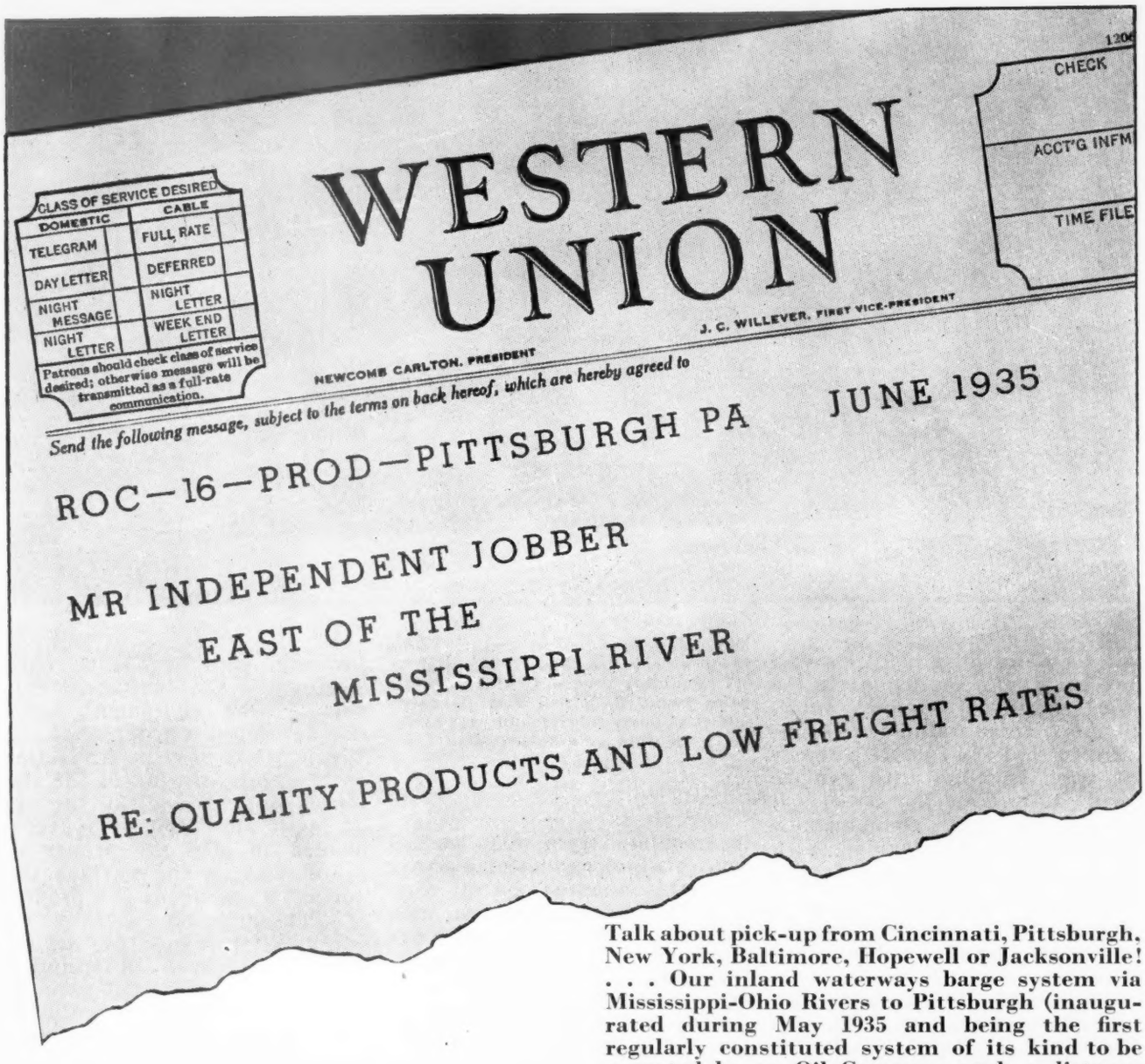
Modernization is by no means confined to building. It covers many angles. There are very definite figures to show that the use of new computing type pumps will increase sales. Methods of beautifying the station by means of shrubbery and flower pots, as well as a discriminate use of signs, are very worthy ways of attracting trade.

There is no substitute for cleanliness about a station. Approaches and drives should be free from any obstruction or litter. Rags, empty cans, or other unsightly objects should not be left lying around the station, either inside or out. Cleanliness is most certainly a form of modernization, whether the station be new or old; the motorist expects it and demands it.

Rapid strides have been made in the field of service station lighting, both by the oil companies and the equipment concerns. One equipment house has developed a group of charts which, when used in connection with a plan drawing of the station layout, will indicate the size of lamp and type of reflector needed to give the proper illumination at the various important spots about the property. These charts can show existing outlets where they are receiving improper illumination and where they might save on over-illumination. According to these charts the proper lighting intensity for driveway approaches is from three to five candlepower, and for the pump island five to eight candlepower.

Experiments with new types of lighting are being carried on continuously. One large oil company operating in the middle west, for example, is trying out at one of its stations a new type of floodlight. This light consists of a mercury arc tube set in a reflector, and around the tube is wound in a spiral a Neon tube of slightly smaller diameter.

The mercury arc lamp gives off a bluish green light and the Neon tube throws off a red light. The two colors combined flood the station drives with a daylight illumination. This station is equipped with five of these lamps, which are still in the experimental stage. While the



Talk about pick-up from Cincinnati, Pittsburgh, New York, Baltimore, Hopewell or Jacksonville! . . . Our inland waterways barge system via Mississippi-Ohio Rivers to Pittsburgh (inaugurated during May 1935 and being the first regularly constituted system of its kind to be operated by an Oil Company such a distance by inland waterways) and our Tanker Service to and from four Ocean Terminals located in Mid-Atlantic and Southeastern States, one of which (Hopewell) is the most Westerly Ocean Terminal for petroleum products along the Atlantic Seaboard North of Hatteras . . . and these various Terminals located, as they are, on deep water fronts mean that we can serve the Independent Jobber of the Mid Atlantic and Southeastern States with the highest quality products on a competitive basis, quickly, dependably and economically.

No beating around the bush . . . this news message is our bid to quote you and to serve you. A trial will convince . . . and it's all we ask now!

Communicate with any of these Sales Offices:

30 Rockefeller Plaza R.C.A. Bldg., New York
2100 Dobler Ave. Baltimore, Md.
Union Trust Bldg., Petersburg, Va.
606 Hooker Fulton Bldg., Bradford, Penna.
Second Nat'l Bank Bldg., Houston, Texas

Ample facilities . . . prompt delivery

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REPUBLIC OIL COMPANY

THE INDEPENDENT SUPPLIER FOR THE INDEPENDENT JOBBER

Pittsburgh, Penna.

REPUBLIC PRODUCTS

Shipped via Waterways

Products:

GASOLINE, NATURAL GASOLINE, NAPHTHA, TECHNICAL NAPHTHAS, STODDARD SOLVENT RUBBER SOLVENTS, FUEL OIL, BUNKER OIL, GREEN CAST, RED OR PALE OILS, PENNA. BRIGHT STOCK, NEUTRALS AND MOTOR OILS (Bulk or Package Private or Branded) MID-CONTINENT PARAFFINE OILS, LUBRICANTS, INDUSTRIAL SOAPS, COCOANUT OIL SHAMPOO

REPUBLIC OIL COMPANY
Benedum-Trees Bldg.
PITTSBURGH, PENNA.

Dept. D

Phone..... **Wire**..... **Write**.....**us**
About your..... **Send samples and quote**.....
Name..... **Title**.....
Concern..... **St. & No.**.....
City..... **State**.....

A recently remodeled station in Chicago. Terra cotta was used for the entire exterior. The base is black, the trim is light green, and the remainder is in a mottled white appearance

initial cost of these units is said to be high, it is understood that they will produce four times the candlepower of the conventional type of lamp for a given wattage.

Typical of the type of modernization work that oil companies are doing is the program of the Shell Petroleum Corp. of St. Louis. Shell employs a man known as a co-ordinating architect, whose duty it is to co-ordinate the station architecture of the three Shell companies in the U. S. so that there will be a uniformity of appearance among all the Shell outlets that will make them readily recognizable to the motorist no matter in what section of the country he may be. This modernization is indicative of the trend of thought concerning the importance of uniformity from a merchandising standpoint.

The Shell program is definitely not one of expansion, but rather of gradually rebuilding the existing outlets. Before any station is modernized it is studied to determine whether or not its business volume will warrant the investment. For example, during the past year Shell made a study of its stations having unprotected lubrication facilities, and finally chose 54 of these outlets in which to install enclosed and modernized lubrication facilities.

Shell has met with outstanding success in the design of terra cotta buildings. Typical of such stations is the one recently constructed in St. Louis. The station design itself is featured by the pier treatment, the cantilever canopy with its patented steel construction, the use of muntins in the windows and doors to give stronger accent to the horizontal lines, and the convenient interior and exterior servicing facilities.

Flower boxes reach across the rear property line and tie-in the wide driveway expanses, lending color and life to the station. The rectangular layout is large and provides easy access to the five pump islands. The three large pump islands near the building are provided with display cases flanked on each side with twin pumps. Concealed at the end of each island are air and water reels, allowing a car to be completely serviced without leaving the island. Two smaller pump islands relieve the congestion at the major islands, and serving a similar purpose are four auxiliary air stands on the driveways.

At night this station is flooded with light by a battery of seven 1500-watt lamps in porcelain enameled open type floodlights. In addition there are four 500-watt enclosed floodlights for illuminating the tower. The horizontal and vertical lines are further accentuated by about 150 feet of continuous trough lights of 60-watt lamps on 9-inch centers. These trough lights illuminate under the canopy, service room, waiting room, and office. On the shaft-like tower is the Shell sign in 6-foot Neon letters. The lubritorium, equipped with the most modern conveniences for complete car servicing, is illuminated with twelve 200-watt glasssteel diffusers.

The wiring of this station includes the latest improvements. Vapor-proof fixtures are employed where exposed to fumes. No-fuse main distribution and circuit panels, and motor equipment are protected by thermal switches.

The Shell company has also

developed a standardized porcelain enamel building design, which consists of an office building only, an office building with one lubritorium, or as many additional lubrication stalls as may be desired. These buildings are placed on the property in such a way that additional bays can be added as required by simply pulling out one wall at the end of the existing building.

The Ohio Oil Co. of Findlay is standardizing the architectural schemes of its stations, with the result that the uniformity of appearance as well as color is of a very definite advertising value. Ohio Oil stations are distinguished by their flat roofs around the edge of which are located medallions in color and bearing a company insignia. These medallions have a double purpose. In addition to their value as a decoration and identification, they serve to hide unsightly vents and flues which protrude through the roof.

The Ohio Oil Co. has been a pioneer in the field of porcelain enamel stations. Probably one of the most interesting developments which it has pioneered was the design of a small 10- by 18-foot sales unit type of building which is erected complete in the shop. All plumbing and lighting fixtures are installed as are the doors, shelving and desk. The complete unit is then placed on a flat car and shipped to its location. It is then placed on its foundation, the necessary connections made, and it is ready for business.

In this small compact unit are included an office room, storage rooms, and two toilets. The office space, which extends across the entire front of the building, has a desk, compressor cabinet, and ample overhead shelving for the accessory stock.

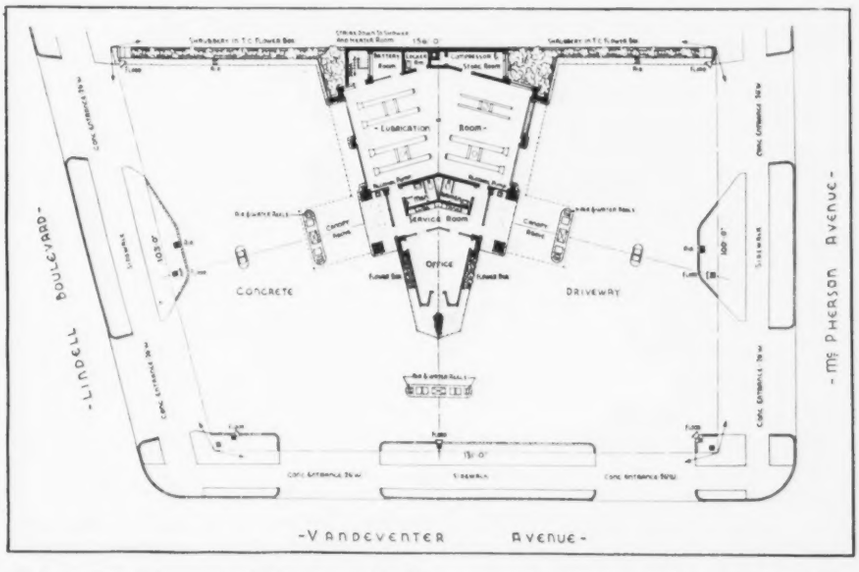
The Ohio Oil Co. has worked out a uniform lighting design for all of its stations. Bordering the top of the station is a concave band. Light is thrown on this white panel from lamps hidden in a trough which is located above the panel. Extending out from this panel are raised red letters designating the company name or product. The design is effective, both day and night, and this uniformity at all stations ties them all into a common group readily recognizable as Ohio Oil stations.

Night or day, this Shell station in St. Louis stands out as a beacon to motorists. The extravagant use of glass is a feature of this modern terra cotta station

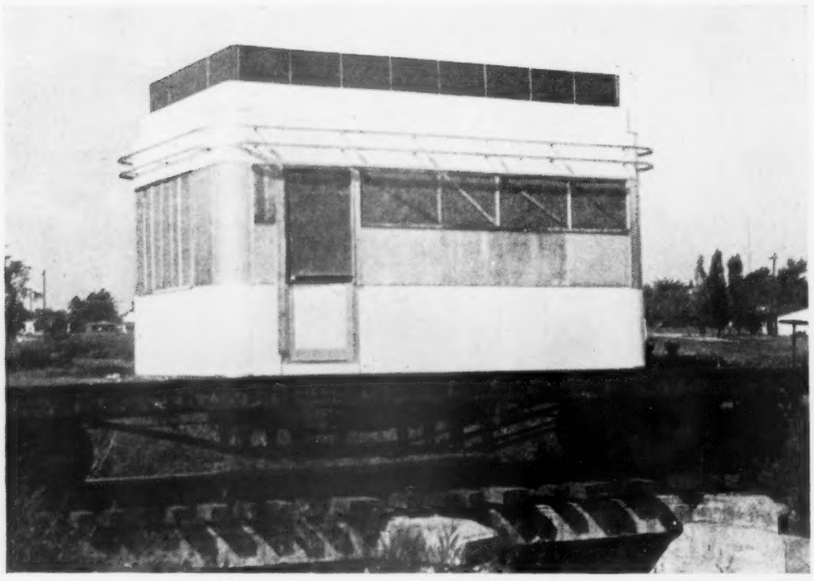
• • •

Common brick is holding its own as a favorite building material among some of the larger oil companies. The Gulf stations, while varying somewhat in layout, cling closely to a certain color of brick and a general uniformity of architecture which group these stations under one common name.

The Standard Oil Co. of Indiana has for a number of years used both a red brick and a cream colored brick for its stations. Recently this company has been doing some experimenting with terra cotta, using it as a veneer to place over existing buildings. Results have



This ground layout of the new Shell terra cotta super station in St. Louis emphasizes the strategic location of the station on three important thoroughfares. The novel design permits ease in servicing care on both sides and the front of the building. Four lifts in the rear are easily accessible from either side of the station



One of the small sales units of the Ohio Oil Co. being shipped to its location completely equipped. All plumbing and fixtures are placed in the building while it is in the shop. The entire unit is then placed on a flat car for delivery. Only the minor connections are necessary at the site to put the building into operating condition

been favorable and there is a possibility that more of this company's stations will receive this treatment.

Both Socony-Vacuum and Pure Oil stations are quite consistently made of brick, with each company relying on a definite style of architecture to create a uniformity that will register in the minds of the motorists. Socony stations of a brownish brick, enhanced by decorative wood trims around the doors and windows, create a colonial impression that is not lost, regardless of the variation in building layouts.

The Pure Oil stations, resembling little English cottages, are distinguished by their gabled roofs, arched doors and windows, and arrangement of the blue and white color scheme. Many of the Pure stations are constructed of brick and then painted.

In Ann Arbor, Mich., is a Staebler Oil Co. porcelain enamel station that has been adopted by the Dixie Distributors of Michigan as a standard for any steel stations erected in the state. It has also been approved by the Interstate Dixie Board for use in other states and may possibly be made the uniform design in these other states at some later date.

The station is large enough for ample office space, two grease racks, and comfortable rest room facilities. The distinctive design is based on simplicity, light, and color. It is actually an effective billboard with its blue base, cream body, yellow canopy, and red letters. The distinctive angular show window serves both as an excellent display medium and as an identification mark of a Dixie station. A second similar station is now being constructed and several others are in prospect in the state of Michigan within the next two months.

Cities Service relies principally on its highly effective color scheme of black and white to unify its various station outlets. Regardless of the station design, these contrasting colors make each station very definitely one of a series which are readily recognizable.

A motorist does not need to look at the sign to know that the trim little white bungalow with the blue roof is a Sun Oil Co. station. Sun has done an excellent job of unifying the construction of its outlets so

A pre-assembled Ohio Oil Co. sales unit as it looks when ready for business. This station, located in McComb, Ohio, has a wood frame, over which the porcelain enamel sheets are placed

Uniformity

IN PORCELAIN ENAMEL SERVICE STATIONS

multiplies your selling opportunities

UNIFORMITY in station design is a real asset. Motorists see one or two uniform stations and think they have seen ten . . . see ten and think they have seen a hundred. The good impressions of the few are multiplied many times. Each station is quickly identified with the company's products.

—Uniformity in station design is good advertising.

—Each station benefits other stations of similar design.

—Motorists quickly get the habit of driving into stations of uniform design.

—There is greater economy in the building of ten or more uniform stations at a time.

Successful stations demand other qualifications. 24-Hour Sales Appeal is one. Leading Oil Marketers obtain this advantage by the choice of Porcelain Enamel because it always stays clean, is brilliant in color, can easily be insulated and because it is MODERN!

The correct design, layout, and construction of Porcelain Enamel Stations requires experience. One should have all available information before a start is made. Those who contemplate the erection of any number of stations will do well to consult Austin.

THE AUSTIN METHOD

THE AUSTIN COMPANY

MANUFACTURERS AND BUILDERS OF
PORCELAIN ENAMEL AND LUMINOUS BUILDINGS

SERVICE STATION DIVISION

16112 Euclid Avenue, Cleveland, Ohio

The Austin Company has built uniform stations for many Oil Companies.

This photograph is typical of the kind of modernization which the Shell Petroleum Corp. is doing. Eventually, as the increased profits due to modernization come in, the old building is written off and a modern unit constructed in its place, or in connection with the lubritorium. Under this plan, the modernization program helps to pay its own way

that they possess a far-reaching advertising value.

The new Sun stations, while resembling wood in construction, are in reality made of a copper steel. In fact, the entire station with the exception of the door is made of steel. The roof and the four walls are each assembled at the shop and shipped ready for final erection at the site. Here the walls are put in place, the roof located, and the porcelain shingles screwed onto it. This erection time excluding the shingling usually runs about four hours, according to builders.

The Jenney stations in the New England states are identified by the Jenney copper pump designed by them for their own use. These pumps at a station indicate that it is a company-owned and operated station.

• • •

Jenney determines the type of construction of its buildings by the location of the building. That is, the design is made to fit in with the architectural scheme of the surrounding neighborhood.

A majority of the Jenney buildings are constructed with fireproof materials. The foundations are of concrete, the walls are 12 inches thick of brick, and the roof covered with slate. The size of building and the layout depends entirely upon where the building is located and upon the amount of business the station is expected to do. The buildings are designed with the thought in mind that they are to last for at least 50 years with little maintenance. The stations constructed within the last year have all walls finished with a high-grade glazed brick, or a 5 by 12-inch glazed tile from floor to ceiling.

One of the most novel service station developments in recent months was the construction of a rotary type station for the Colonial Beacon Oil Co. in New York City. The station is set in an open front building on a site 41 x 75 feet. The motorist enters and drives onto an electrically operated turntable which is 37 feet in diameter.

This turntable revolves around an island on which are the office, display rooms, and dispensing equipment. All movements of the turntable are controlled by the attendant from the island. Three cars can be accommodated at one time on the platform. Space is used in the rear of the station for lubrication and other servicing facilities.

This novel layout requires less property than the conventional type of station, it speeds up service, and is particularly adapted to congested areas in metropolitan districts. It is claimed that 100 cars an hour can be handled on the turntable.

This porcelain enamel addition is an example of how modernization may be applied in connection with existing facilities

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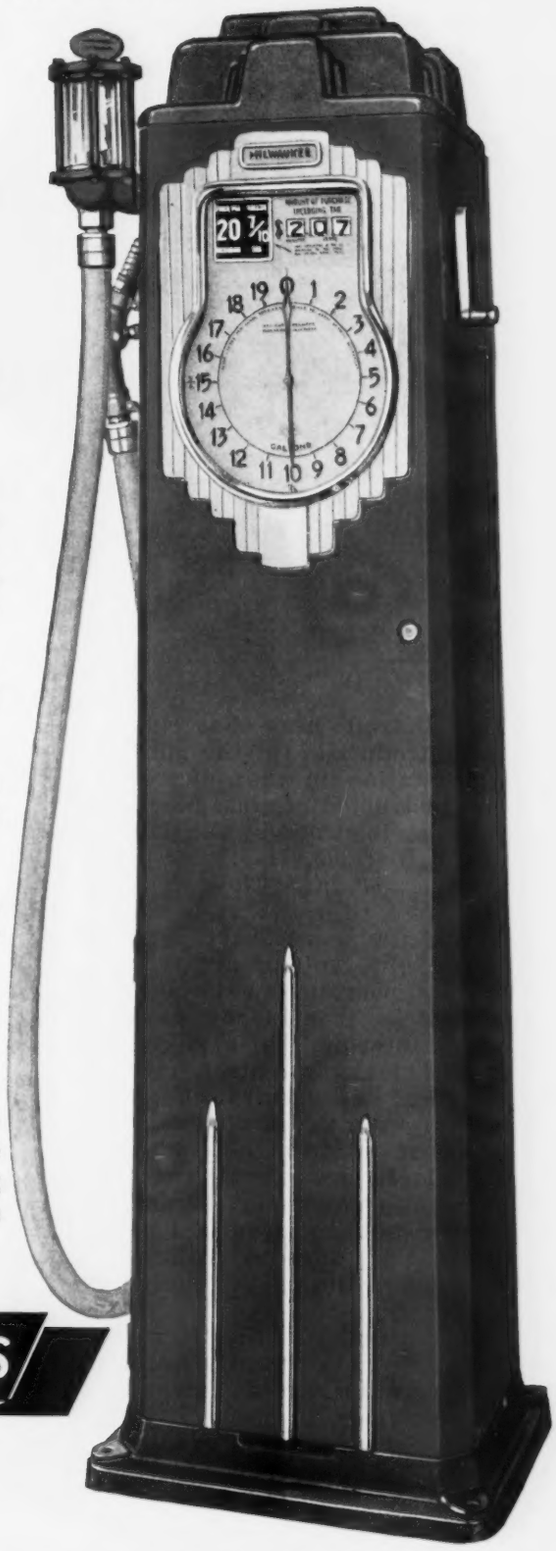

Fortified with a feature so outstanding as the Neptune "Red Seal" recording meter, the new Milwaukee Cash Recording Pump introduces a new "high" in the perfection of gas dispensing equipment. It is a combination which again reflects "Milwaukee's" recognized leadership in the modern picture of gasoline dispensing service. . . .

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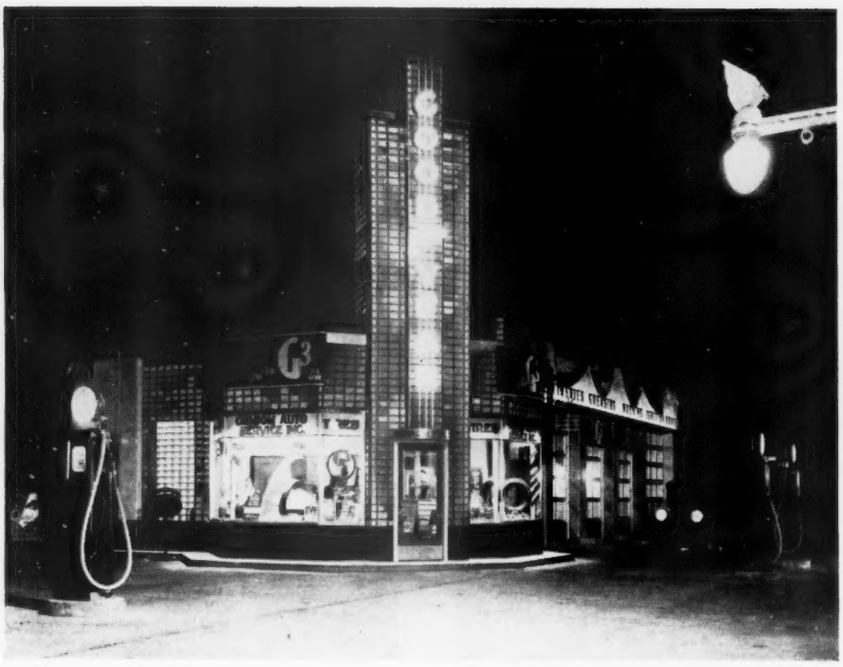


This is the first glass block station to be constructed in the Detroit area. It is operated by the Gibson Auto Service, Inc., of Birmingham, Mich. No special equipment is needed to build this type of station; the blocks are about twice as large as common brick and the erection work is done by ordinary brick masons

The Detroit area has just been introduced to the first service station in that district to be constructed of glass block. The station is owned by the Gibson Auto Service, Inc., of Birmingham, Mich. The glass blocks are used in the walls and tower of the structure in yellow and blue colors, giving a striking appearance in the daytime and a translucent glow from the interior light at night. Panels of clear glass block have been used as fenestration to provide light in the service room in place of windows.

The blocks are about twice the size of common brick, and the entire building was laid by ordinary brick masons without any special training or equipment.

In Tarentum, Pa., the Penn-Glenn Oil Works recently built a service station with a "carrara glass" exterior, topped by a lighthouse turret of Allegheny metal. The white carrara glass is trimmed in black and gives a brilliant appearance both day and night. The station's opening day's volume was 3159 gallons. Post cards were sent to a mailing list of all car owners in the district announcing the opening, and all those who came in were given key case souvenirs.

By simply adding two walls and a roof to the existing building a Socony-Vacuum station in Cleveland acquired a wash rack which was equipped with a water pressure booster and other modern equipment. The facts about the new washing facilities were then advertised throughout the residential neighborhood surrounding the station, and as a result it was not long before that station was doing 135 wash jobs a month. This is just one instance, and there are many others, where a little modernization and the installation of modern equipment produced results.

Another station confined its modernization simply to the erection of a porcelain enamel building, making no other changes, with the result that there was an increase in total business of 30 per cent.

Another large company operating stations throughout Ohio, when modernized stations and equipment replaced the old unsightly buildings, averaged an increase in business of 37 per cent as a result of its building program.

Oil companies are now in quite common agreement that efforts to increase sales at service stations should be directed, not in the building of additional outlets, but in the modernization of the existing stations. Simplicity, beauty, utility, and display facilities are unified goals for which the oil company architect and engineer are striving. They are being ably assisted by versatile building material manufacturers and practical minded service equipment concerns.

Hold Sales Meeting

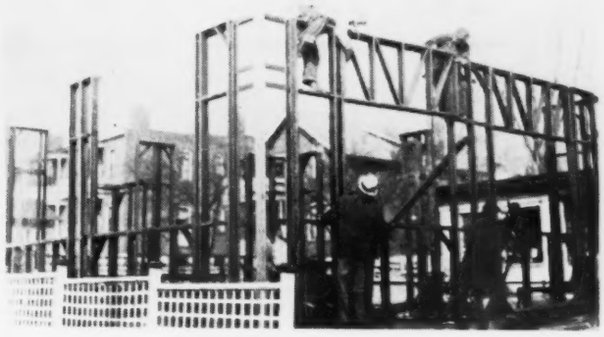
ASHEVILLE, N. C., May 28.—More than 50 members of the western North Carolina sales force of Standard Oil Co. of N. J. met here May 27. District field heads in charge of the meeting were W. A. Goodson and R. H. Heustess, Asheville; W. F. Huff, Waynesville; H. A. Smith of Black Mountain and I. D. Stone of Hendersonville.

This trim little porcelain enamel station in Cleveland replaced a tin shack, with the result that business increased 300 per cent

Started at 8 A. M., Completed by 2 P. M. the Same Day

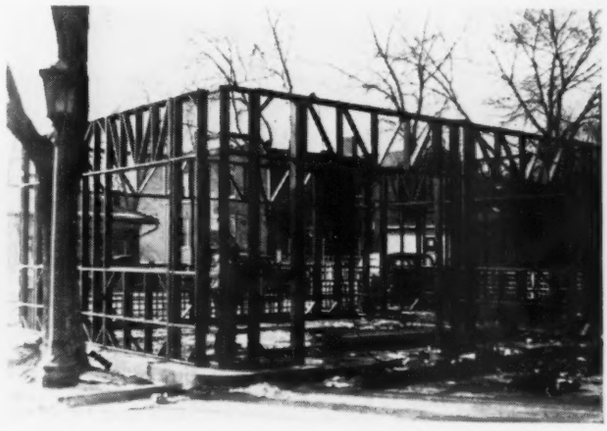
Pictorial Study in the Erection of the Prefabricated Steel Structure of a Modern Station

8 A. M.

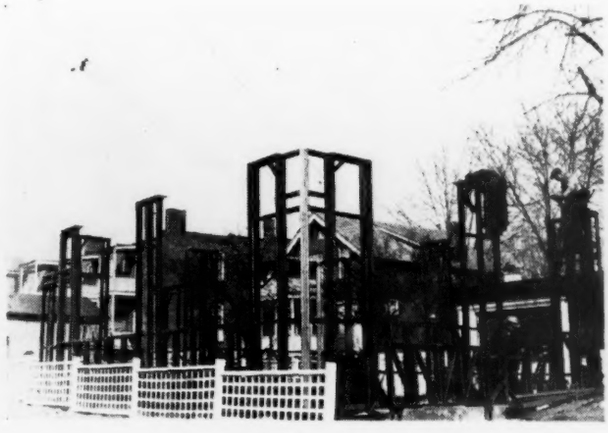


11 A. M.

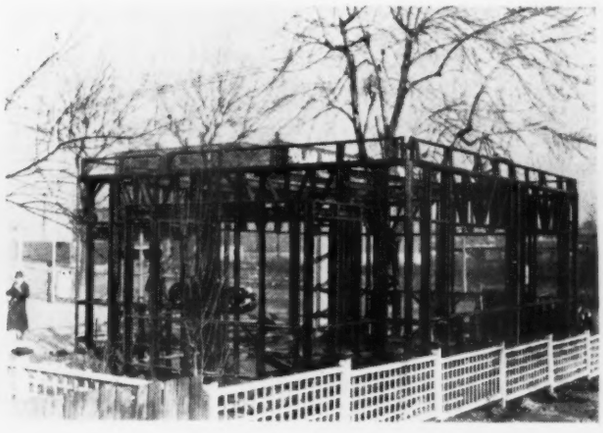
9 A. M.



12 Noon



10 A. M.



2 P. M.

This Building, Including a Two-car Lubritorium and Office, was Built for Shell Petroleum Corp. by the Dresser Engineering Co. of Tulsa

What Does It Cost

To Build a Modern Station?

WHAT will it cost? That is the inevitable question. After all other questions on station modernization are asked and answered, there still remains that one all-important consideration—what will it cost?

To best answer that, let's assume that you have a piece of corner property, measuring 65 x 120 feet with an old "tin can" station on it, and you wish to build a porcelain enamel station with all the modern servicing facilities. You go to the Typical Building Co., a specialist in service station design and construction, and ask for a plan for a station with a two-bay lubritorium. The Typical Building Co. gets busy first with a little observation study on location.

It is found that the lot is on the corner of a main street and a secondary street. This immediately locates the station on the lot. It will run parallel with the main street and also with the pump island, which will be located in a line with the station office door. Then, because Main St. carries the heavy traffic there will be two 40-foot curb cuts on that side and one 48-foot curb cut on the secondary street.

The lubritorium bays are located so that they are both easily reached from one of the Main street approaches and air towers are placed at the edge of the station driveways out of the way of the general flow of traffic through the drives. Two floodlights illuminate the property and two island lights brighten up the three computing pumps on the pump island. There is also a water outlet at this point.

Suction lines of 1½-inch diameter run from the pumps to three storage tanks of 500, 1000, and 1000 gallons capacity. These tanks are located well back from the main drive thoroughfare and the fill and gauge lines are located so that a tank truck can back into position and discharge its load without disturbing the "profit lanes" at the station. The tank vents are of 1-inch pipe and run up the rear of the building. The pump island is located 14 feet from the edge of the property and 15 feet from the front of the building.

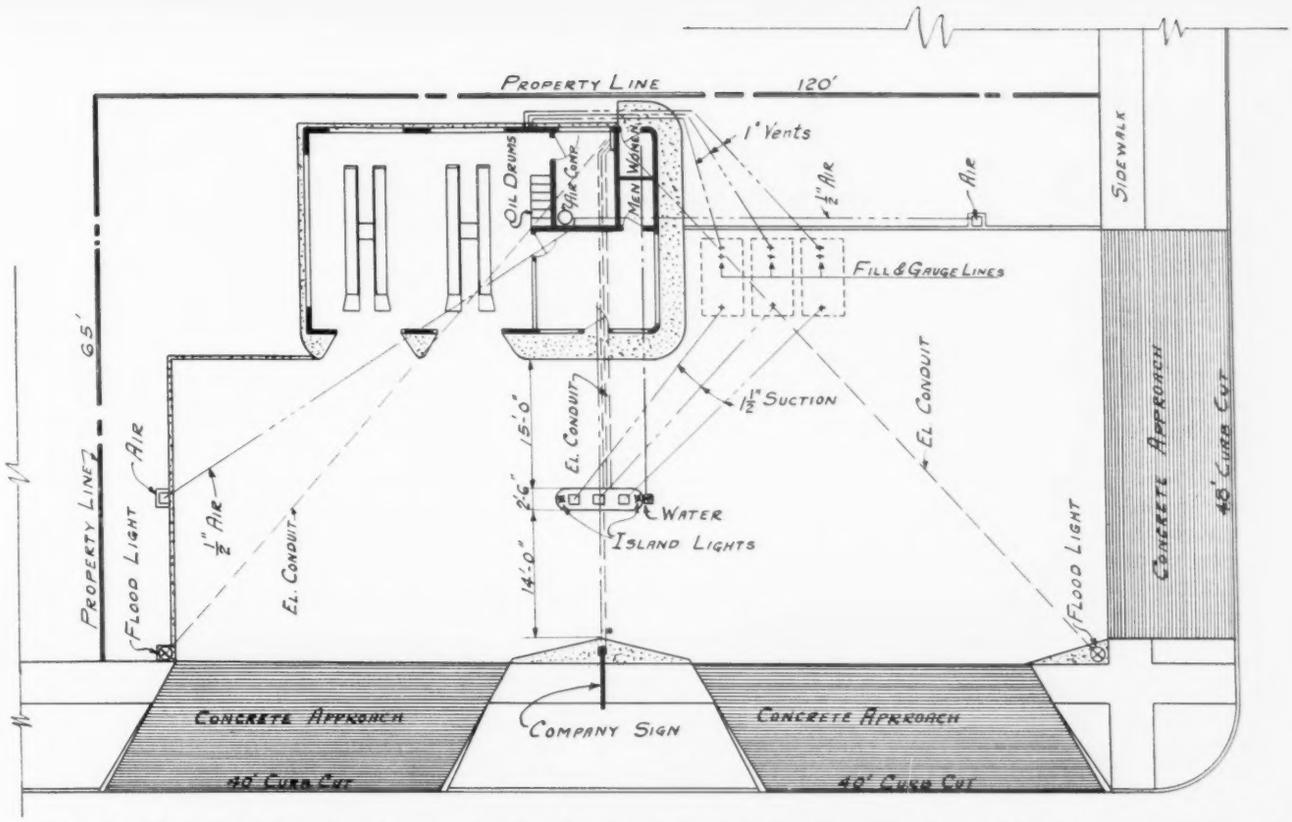
Inside the building is an ample sized office, a room containing the air compressor, panel board, and general stock; there is an inside-entrance men's toilet and an outside-entrance women's toilet. In the lubritorium are two drive-on type lifts, space for oil drums or highboys, and equipment for complete lubrication service.

Thus the Typical Building Co. presents its plan to you on paper. You like it. It looks fine. But that one question is not yet answered. How much will it cost? That is a fair question, considering that you will be the one who is to pay for it, and the Typical Building Co., anticipating your query, has an answer. They tell you that the building and all equipment and other work as shown here will cost you about $8899 complete.

Naturally you are not paying out that much money without knowing how it is to be spent, so the Typical Building Co. breaks down the cost for you as follows:

Porcelain enamel lubritorium building, 24 x 41 feet	$4200
Building floor and foundation	450
Electrical wiring in the building, including fixtures	150
Plumbing in the building	300
Heating system, including two gas unit heaters and gas service into building	350
Electrical wiring in the yard, including wiring to 2 flood lights, company sign, 2 island lights, 2 power circuits for 3 electric pumps, and one light for 3 pump lights	125
Air lines	50
Water lines	40
Installing 3 gasoline tanks	50
Pipe, fittings, and installation of gasoline suction, vent and fill lines	100
Concrete approaches	390
Slag driveways	450
(concrete driveways $450 extra)	
Pump island, air stands, and floodlight foundations	80
Two floodlight poles and fixtures; 2 island light	

IT IS always dangerous to designate any one service station layout as typical, but we have endeavored in this article, through the co-operation of Functional Buildings, Inc., to offer the details regarding costs and kinds of equipment necessary to completely build and outfit a modern type of station of standard size and requirements. Costs vary with locality and product, but those given here are high enough to represent a very fine building. However, it is possible on this building to "cut corners" to the extent of about $2000 and still have a satisfactory modern layout. The costs, of course, are approximate, and are intended only to offer a guide for those interested in modernization. —*Editor.*



A typical modern service station layout, showing the necessary elements that must be considered in construction. The building is located on a corner lot, with two approaches opening onto the main street and one approach running into the secondary street. Note the free access to the lubritorium from the street

poles and fixtures.....	110
Two air outlets for the yard	75
Two lifts	754
Air compressor, 1½ H.P., with 80-gallon capacity tank	300
Two 1000-gallon and one 500-gallon storage tanks	160
Three computing type displacement meter electric pumps	615
Necessary power lubrication equipment varies; approximately	150
Installation of floodlights, island lights, air outlets, lifts and air compressor	100
Grading item depends entirely upon lot conditions; landscaping is essential but depends somewhat upon surrounding conditions. An acceptable job can be done for about	100

This brings the total job to $8899. The Typical Building Co. will tell you that this is an extremely beautiful set-up, but if you wish to cut the price down it is possible to cut $2000 worth of corners and still have a fine building and equipment.

You also have your choice of a number of building materials. If you ask about the cost of this building, above foundations, using a good stucco construction you find that about $1000 can be saved, compared to the cost of the porcelain enamel building. Brick construction usually runs about 10 per cent over or under the porcelain enamel cost, depending upon the station design, the type of brick, and the color. Terra cotta costs vary greatly, but a good job is usually slightly higher than porcelain enamel.

The next move, then, is yours. You finally tell the company to go ahead on the higher priced job. The Typical Building Co. gets busy, lays out complete plans for the station and orders the various materials necessary.

The old site is wrecked and the grading is done. The underground plumbing, including the gasoline and air line, conduits, storage tanks, and so on is done. The building foundation and floor, and the concrete approaches are laid. Next the building goes up, and after all underground work has been installed and tested, the finished driveways are completed. Equipment for the station is installed after or during the construction, depending on the type of equipment it is.

Rhode Island Utility Bill Dies in Committee

PROVIDENCE. May 29. — An attempt in Rhode Island to make the petroleum industry in that state a public utility failed when Senate Bill 3 died in the House committee as the special session of the legislature adjourned at noon today.

The bill, which was introduced shortly after the special session opened on May 21, would have put companies engaged in the production, transportation, delivery and furnishing of gasoline, kerosine and other petroleum products under the jurisdiction of the Rhode Island Public Utilities Commission.

Modernization Extends Underground To Tanks, Piping and Fittings

By John W. Thompson
N. P. N. STAFF WRITER

ALTHOUGH the tanks, valves, fittings, and piping that are buried in the ground at all service stations have the same ultimate purpose, almost every large oil company has its own set of standards for installing this equipment.

There is a general tendency, however, to keep the tanks away from the main service drives. It has been found that, with the tanks located directly under the drives, the steady movements in the foundations caused by automobiles traveling over them results in a weakening and lossening of the connections. This eventually causes leaks in the joints, and costly repair expense.

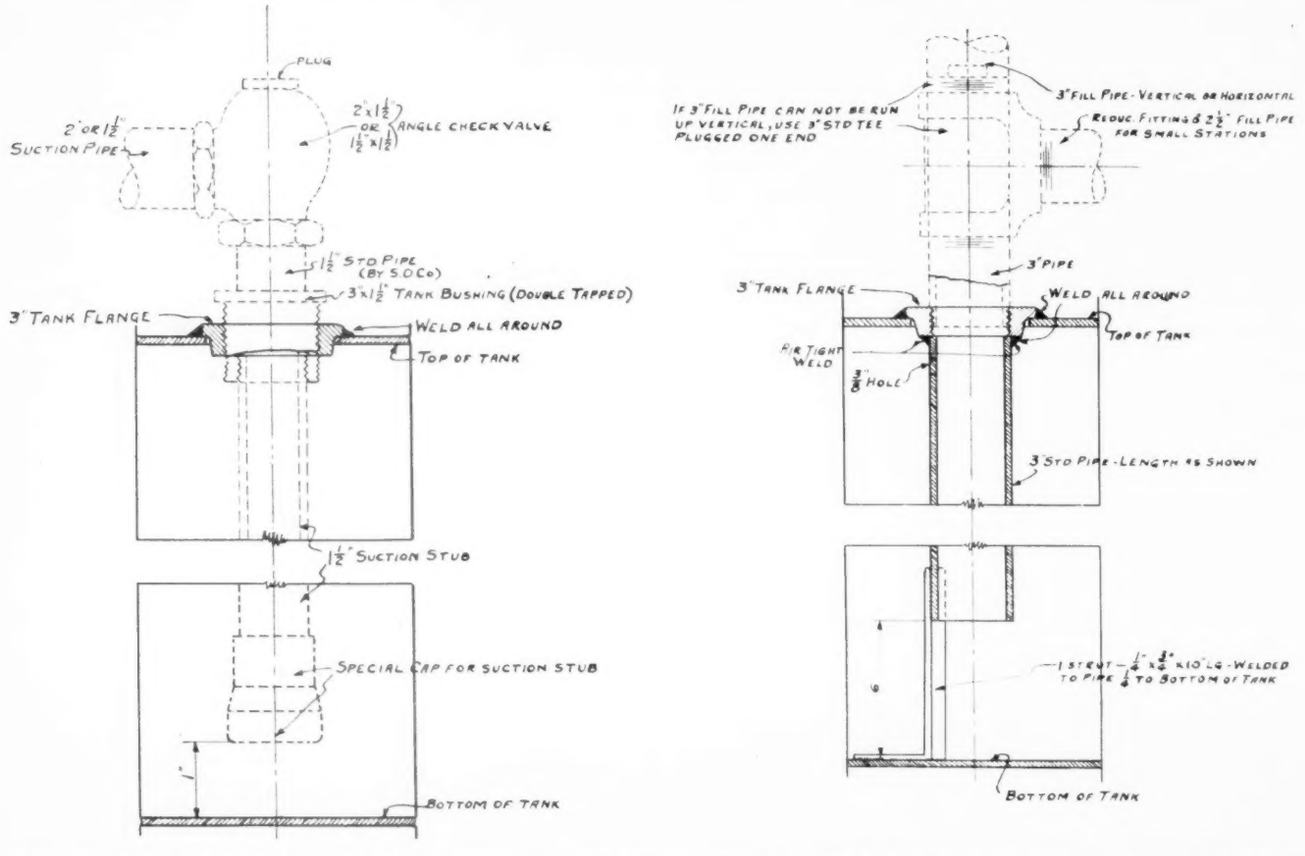
Tank capacities vary with the business volume of the particular station. Three tanks are normally used, with capacities varying in average cases from 500 to 3000 gallons. At a few stations, tank sizes range from 1000 to 3000 gallons. It might be safe to say that the three tank capacities at a typical station are one 500-gallon and two 1000-gallon tanks.

Fill pipes are usually located at a spot where they will be within easy reach of the tank truck without having the truck obstruct the service drive during unloading.

The Standard Oil Co. of Ohio follows the normal practice of keeping its tanks at least three feet below the surface of the ground and placing its pumps and tanks as close together as possible without violating any of the above rules concerning location of tanks. The company's practice is to keep the tanks within 60 feet of the pumps if possible.

There are certain locations, however, where this rule cannot be followed. At one station, for example, the tanks and pumps are 110 feet apart, and between the two points there are six 90-degree ells and a 9-foot rise. Except for a slight frictional inefficiency the arrangement works without any trouble.

Standard, as well as a number of other companies, are using a removable check valve in-


PLUG
2" OR 1½"
SUCTION PIPE
2"x1½" OR 1½"x1½" ANGLE CHECK VALVE
1½" STD PIPE (BY S.O.Co)
3"x1½" TANK BUSHING (DOUBLE TAPPED)
3" TANK FLANGE
WELD ALL AROUND
TOP OF TANK
1½" SUCTION STUB
SPECIAL CAP FOR SUCTION STUB
BOTTOM OF TANK
IF 3" FILL PIPE CAN NOT BE RUN UP VERTICAL, USE 3" STD TEE PLUGGED ONE END
3" FILL PIPE - VERTICAL OR HORIZONTAL
REDUC FITTING 3"x2½" FILL PIPE FOR SMALL STATIONS
3" PIPE
3" TANK FLANGE
WELD ALL AROUND
TOP OF TANK
AIR TIGHT WELD
⅜" HOLE
3" STD PIPE - LENGTH AS SHOWN
1 STRUT - 1"x⅛"x10" LG - WELDED TO PIPE & TO BOTTOM OF TANK
BOTTOM OF TANK

Note the ⅜-inch hole in the fill pipe at right near the top of the tank. This hole relieves any pressure built up in the pipe due to an overloading on the pipe capacity which might result in the fuel backing out through the fill-pipe opening. Construction details of suction line (at left) and fill pipe (at right) as installed in tanks at stations of the Standard Oil Co. of Indiana

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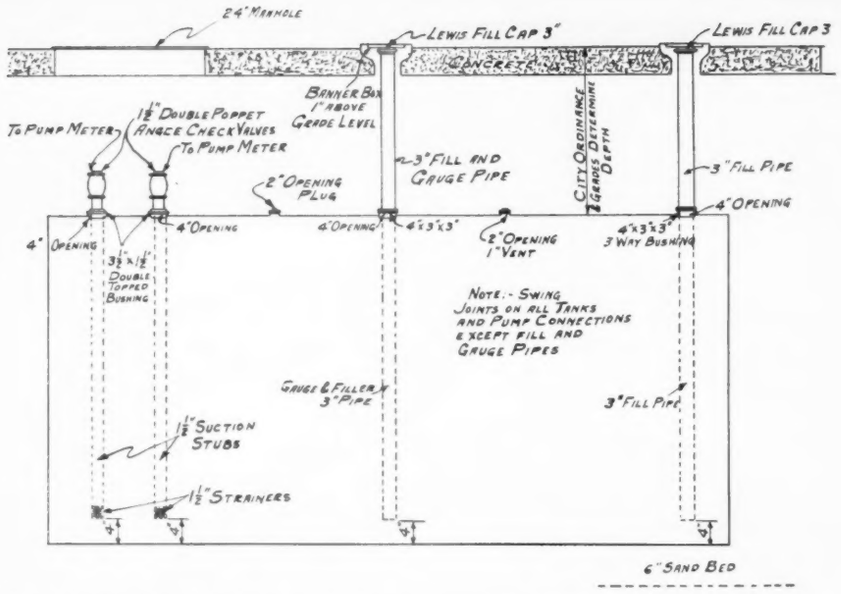

The standardized installation of tanks, piping, and fittings followed by the Lubrite Division of Socony-Vacuum Corp. of St. Louis

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stead of a foot valve at the suction outlet of the tank. These can be easily removed for repair or adjustment without tearing up the drive. The capacities of tanks installed at Standard stations are normally one-3000 gallon and two-1000 gallon.

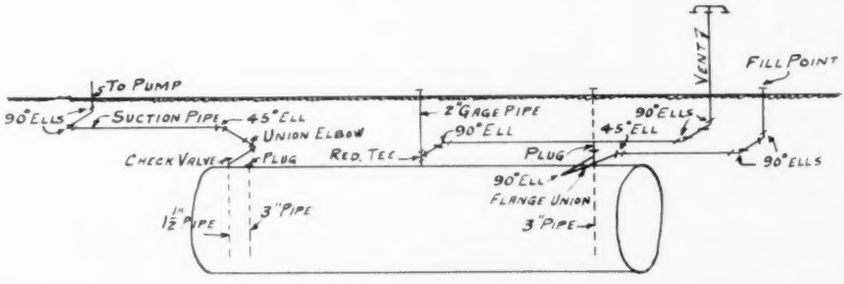
The Lubrite division of Socony-Vacuum Corp. of St. Louis has developed a standard practice for installing tanks and piping. The tank is set in a 6-inch bed of sand, which acts as a filter to protect the tank surface against destructive elements. Gauge and fill pipes are both 3-inch diameter. The fill pipe extends down to within four inches of the tank bottom, so that a sub-surface fill can be made.

The suction stubs extend to within four inches of the tank bottom. They are 1.5 inches in diameter and are capped at the bottom with 1.5 inch strainers. The suction lines are 1.5 inches when the distance from the tanks to the pumps is less than 40 feet, and 2 inches in diameter when the run is longer.

The suction line openings of the tank and the 1.5 inch double poppet angle check valves are located directly below a 24-inch manhole, which extends to the surface of the ground and is filled with sand. This opening is large enough so that these vital parts can be easily reached in case of trouble. In running the piping, Lubrite specifies that there shall be not less than 1-inch fall to every 10 feet of pipeline.

The accompanying drawing shows the Lubrite practice of having two fill pipes to speed up unloading operations. One of the fill pipes serves as a gauge pipe also. This company also makes it a practice to clean its storage tanks every six months.

Standard Oil Co. of Indiana specifies all underground pipes and fittings shall be galvanized. Fill pipes are three inches in diameter, except at stations where the volume handled is small. At such stations a 2.5 inch fill pipe is used.



Detail of a typical underground installation at Standard Oil Co. of Indiana stations

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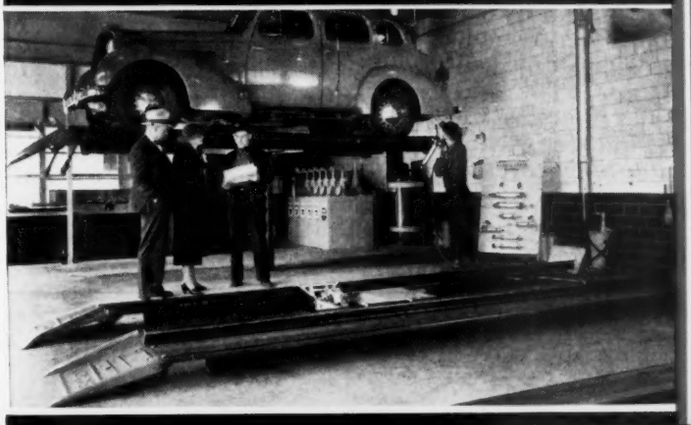
This company's requirements on vents are that the pipe be 1.25 inches where the runs do not exceed 60 feet. Any vent line longer than that requires a 1.5-inch pipe. The vent fittings, according to Standard of Indiana practice, must be at least 10 feet above the ground, not less than three feet from any window, and not less than 25 feet from any window, door or other opening into a basement.

Suction pipe for all visible pumps is two inches in diameter. The same pipe size also holds for all meter pumps where the run is over 60 feet includ-

Laying the underground gasoline lines at a Gulf station being constructed in Cleveland. Five tanks of 1000- and 2000-gallon capacities are installed, and 3.5-inch combination gauge and fill pipes are used. The tank truck can unload into all five tanks without changing its position. This feature is accomplished by means of auxiliary fill lines, which bring all fill pipes to the surface at one common point



THE National Refining Company wanted more business at this station. The location was good, but too few motorists drove in—so—

Last winter they did a real job of rebuilding and re-equipping. They put up an attractive building and equipped it with the most modern and efficient greasing facilities including—

Three modern lifts—Joyce senior model electrically operated, drive-on type, with Joyce free-wheeler jacks—the finest lifting equipment obtainable, regardless of price. Motorists began to make this station their headquarters for complete lubrication service. New cars and old—hard-to-get-at points, frozen fittings—metal covered springs—all could be thoroughly and quickly lubricated now. Customers soon found that out, because they could see the work being done.

Business Increases

Gasoline 55%
Motor Oils 62%
Gear Lubricants 300%
Pressure Gun Grease 315%

THE above figures represent the increase in business in March 1935, over March 1934. Certainly modernization has proven its value here and it will do the same for you. Let us send you our illustrated catalogue and tell you how you, too, can increase your profits.

THE JOYCE-CRIDLAND COMPANY
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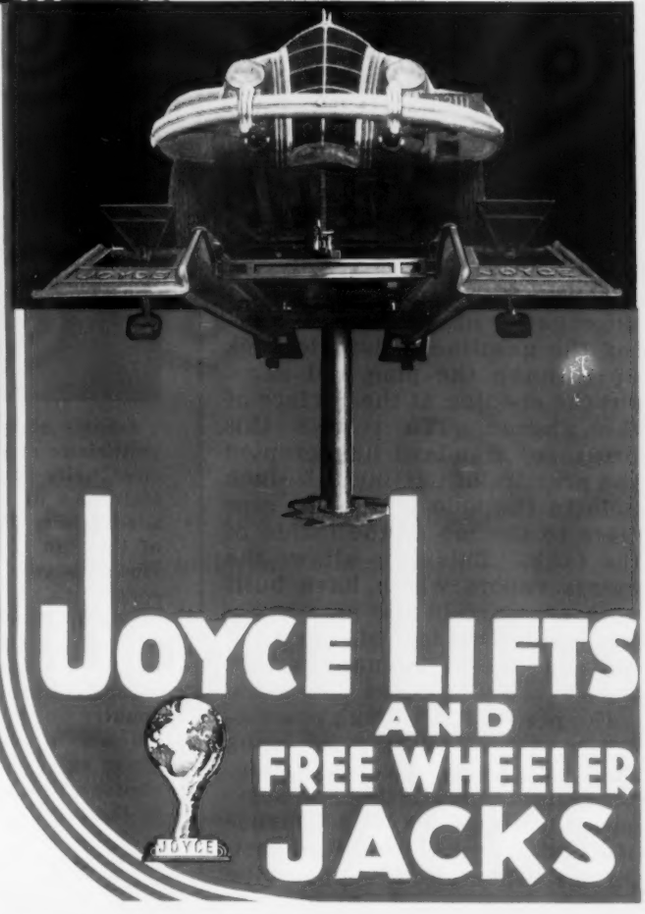

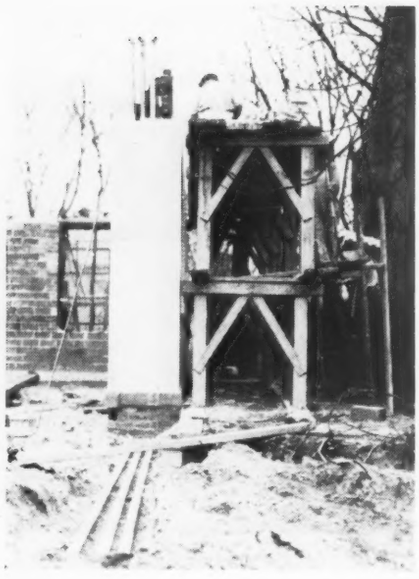

It is general practice with many oil companies to build vent lines into the building columns and hide the outlets with border decorations

ing the allowance for fittings. Where the run is less than 60 feet, Standard uses a 1.5-inch suction pipe for meter pumps. The suction stub extends down to within an inch of the tank bottom.

Sub-surface filling is employed in the installation of Standard of Indiana tanks, with the fill pipe extending into the tank to within six inches of the bottom. A 10-inch strut is welded to the tank bottom and to the end of the fill pipe to hold the pipe rigid in the tank.

In the sub-surface filling operation there is always danger that the rate of discharge of the fuel into the tank will overtax the capacity of the fill pipe, causing the gasoline to bubble back up through the pipe and shoot out the opening at the surface of the ground. To relieve this pressure, Standard has adopted the practice of putting a $\frac{3}{8}$-inch hole in the side of the fill pipe close to the top of the inside of the tank. This hole allows the excess vapors which have built up a pressure in the pipe to escape into the top of the tank and be released through the vent lines.

Copper pipe, although possessing many advantages, is being used in comparatively few underground installations at service stations, principally because of its slightly higher initial cost. On the other hand, copper pipe is very ductile and flexible and can be bent to conform to any desired plan. It comes on a reel in one long piece, so that no joints are required except at the tank and the pump. The elimination of fittings reduces the friction loss in the pipe and increases the efficiency of the pump. One oil company has found that one ell in an iron pipe system creates as much friction in the flow of gasoline as is found in 20 feet of pipe.

For this reason it is possible to use a smaller diameter of copper pipe. This saving will reduce the cost of the copper pipe so that it might be in line with the cost of the larger size iron pipe required for the same job. No stocks or dies, pipe cutters, reamers or pipe wrenches are needed for installing copper gasoline lines. The only tools required are pliers, a file, a small scraper, hack saw, flux, solder wire, and a blow torch.

A common objection to the use of copper gasoline lies in repairing a leaky copper joint; it must be heated. This would be a hazardous operation, according to the objectors. However, those who have had experience with the system recommend the insertion of two unions or companion flanges in the line so that it may be cleared of gasoline before it is heated for breaking up.

Heads Aviation Committee

NEW YORK—Major E. E. Aldrin, vice-president of the Stanavo Specification Board Inc. and aviation manager of the Standard Oil Co. of New Jersey, has been appointed chairman of the 1935 Fuel and Lubricants committee of the Aeronautical Chamber of Commerce of America and also has been made a member of the American Engineering Council's Committee on Aeronautics.

Built in 1723, Now Houses Sun's Records

Ghosts of Quakers, pirates and politicians stalk through the ancient halls and down the colonial staircases of this old home, now a repository for company records of the Sun Oil Co. in its Marcus Hook refinery. Built in 1723, according to a date cut in the stone in the upper story wall, by a member of the Martin family then locally prominent, it has passed through the several stages of country home, pirate's haven, and amusement park, before its purchase by J. N. Pew in 1901. The photograph shown here was taken in the early 1920s.

A Captain Vannaman, said to have been associated with the pirate Blackbeard, or even Blackbeard himself, retired here early in the nineteenth century. Theodore Stubbs, Philadelphia politician, later made a political club of it. It is in its original form, and the immensely thick doorstep of limestone is worn more than half through by the footfalls of seven generations.

Several years ago some Sun official found in a used furniture store an old painting of the house in its original setting of trees, with a boat landing on the river in front. The painting now hangs on the wall of one of the second story rooms of the building.

DON'T SEND IN THIS COUPON!

The B. F. Goodrich Co.,
***Battery Division*, Akron, Ohio**

I've heard rumors that you people are putting out a new Goodrich Electro-Pak that offers motorists 20% more power at no extra cost. I know what a battery like that can mean to a battery dealer. Please send me full details. I'm not placing my full order for batteries until I hear from you because this sounds like a sure-fire money-maker.

Name.....

Address.....

SAVE POSTAGE!

The July issue of this publication will tell you all about the greatest battery ever offered to motorists. Watch for this announcement. Read about the thrilling endurance tests made against other "top-line" batteries—*tests* clocked and certified by Western Union—*tests* that prove the *new* Goodrich Electro-Pak will be the most "talked-of" battery in America. Any aggressive dealer catering to motorists will quickly realize the tremendous sales possibilities of this sensational battery. Make up your mind now not to place your battery order until you see this announcement next month.

Color in the Modern Station

Garish Color Combinations Disappear from Stations, Companies Study Human Reactions to Pleasing Hues

By N. M. Mainpa
N. P. N. STAFF WRITER

INDUSTRY has been a long time in adopting color. Only in very recent years has it begun to recognize its possibilities, not only as a beautifier, but as a sales stimulant. The color tides were already sweeping on us when Mr. Ford, that last bulwark of conservatism, withdrew his former ultimatum: "Any color—so long as it's black!" Ford sales were suffering.

"The initial shape and color of most machine-made articles are ugly," a famous color expert observed recently. "Nature does not err that way. All her products are artistic and harmonious with each other. Only man, with his filling stations . . . strikes a discordant note!"

Recently there has been a definite trend on the part of oil companies to improve their buildings and equipment with discriminate and harmonious use of color. Some have hired color experts to solve their problems. There are, too, those who have been alive to the proper use of color for a long time, who have employed it exceedingly well and have been compensated not only in improved appearance of marketing outlets in increased sales and good will.

How To Choose Color

One of the simplest and surest roads to the agreeable sensation we seek in color relations is to combine opposites, A. H. Munsell, foremost authority on color, says in his book on the "Munsell System of Color," widely used in art work.

"If properly apportioned as to amount or area, these opposite colors will balance in perfect neutrality."

These contrasting, or opposite, or "complementary" colors as they are called by artists, are:

Red—Blue-green
Yellow-red—Blue.
Yellow—Purple-blue.
Green-yellow—Purple.
Green—Red-purple.

The simple hues are: red, purple, blue, green and yellow.

Successful combinations, Munsell points out, can also be made between "neighboring" hues; that is, of any hue with the hue which immediately precedes or follows it on the color scale: green with green-yellow; red with yellow-red; yellow with yellow-red, and so on.

Hue may be varied indefinitely by taking it at different steps of value and at different strengths of chroma.

Color actually imperils sales or stimulates them. This is best illustrated in the case of a well known national distributor, which had a color scheme so ugly and repellant to the eye that this fact alone must have kept many people from trading at its stations. In fact, we have heard people mention this point.

This set of colors, happily, is now being discarded and a new and brighter one, of harmonizing hues, is replacing it. Surely there will be dividends from this new and attractive color scheme.

The point is made that it is a mistake to change a color scheme because of its advertising value and because customers tie up a company's products with certain color combinations. Where a color scheme has not been well chosen, where it is fundamentally unsound, where it does not accomplish the things it should and especially where it repels instead of attracts, it would seem that the advertising value of such a combination is negative and that it would be profitable to change it.

Modernizing Old Color Schemes

However objectionable a color scheme may be, it is not always necessary to change it entirely. Working-over or modernizing it will do the trick. It is possible to use the same combination in some different manner. Most likely, the proportions only have been wrong; that is, that a too large area has been covered with a certain shade which, because of its strength or intensity, is not a good all-over color. Or, perhaps the colors are too strong and only need toning down to lighter hues to give good contrast, thus retaining whatever advertising value has been built up.

Such suggestions come from H. E. Eiber, manager of the service station division of The Austin Co., Cleveland. He says, from practical experience:

"Some color combinations now in use probably are not employed to the best advantage. These same colors may be retained by toning them down to lighter tones. The lighter shades then can be used as an all-over, where a quantity of surface as in a service station building, must be covered, and the brighter or contrasting hues, can be used for trim.

"Also, your color scheme, modernized, can be adapted readily for signs and station equipment. It has been found that the stronger hues are best for lettering on a light back-

Color Preferences

While there are always individual preferences in color, the following are choices of men and women generally, determined by many tests:

Masculine	Feminine
1. Blue	1. Red
2. Red	2. Purple
3. Purple	3. Blue
4. Green	4. Green
5. Orange	5. Orange
6. Yellow	6. Yellow

Don't sit with your fingers crossed

Send for the Gulf "S. O. S." man!

IF YOU have a stock oil problem that has you backed into a corner—don't sit with your fingers crossed and hope for the best. Send for Gulf's Stock Oil Service man.

He'll straighten you out before you can say "Viscosity!"

You'll find him crammed to the ears with facts—facts and figures to help you solve that stock oil problem. No charge—his specialized knowledge and experience are yours for the asking.

To compounders and jobbers of lubricating stocks, buying in tank cars or car loads, we say this:

Whatever type of stock oil you want—Gulf has it. And it will be an oil you'll cheer for, not just tolerate. For Gulf doesn't put out a product unless it is 100% *right.*

Deal with Gulf, and you'll have no trial-and-error worries—for Gulf takes chance out of the picture. Gulf's refining processes and research facilities are the most up-to-date in the world today.

And remember this:—You can count on Gulf's up-to-the-minute refineries, Gulf's own tank car fleet, Gulf's pipe lines and terminals to give you on-the-minute service, with no slip-ups.

Write or wire for samples and specifications.

GULF REFINING COMPANY, PITTSBURGH

★ GULF ★

FOR BRIGHT STOCKS...NEUTRAL OILS...
PALE OILS AND HIGH VISCOSITY REDS

Call the
Gulf "S. O. S." man!

GULF REFINING COMPANY
2510 Gulf Building, Pittsburgh, Pa.

Please have the Gulf S.O.S. man call. Without obligation, I would like to talk to him on

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NPN-6-5-35

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ground, such as red on white, black on white, and so on, rather than the reverse."

White, in Mr. Eiber's opinion, is the best all-over color, both for exteriors and interiors. This is because white, combining all the colors in the spectrum, reflects more light, both day and night. Color theory also supports this and all lighting tests prove that white is by far the greatest reflector of light. It has a reflecting value of 84 per cent, as compared with the next nearest value of 68.8 per cent for cream, according to tests published by the Federal Housing Administration. Reflecting values of other colors are shown in an accompanying table.

White has been used from time immemorial as a symbol of purity in religion. Thus our reaction to white is that it is clean and pure and we use it extensively in kitchens, bathrooms, hospitals, cooking utensils, or wherever we wish to stress cleanliness.

It's an "element of surprise" when used in lubritoriums and stations and "shocks" the customers because of its incongruity with oils and greases, thus leaving a doubly effective impression, in the opinion of Arthur S. Gray, color expert and merchandiser with the Standard Oil Co. of Ohio. All Standard's stations and lubritoriums have white interiors.

It is well to bring up here the insistence of one oil company on a green—a none too light shade at that—for interiors of its new stations and lubritoriums, for no other purpose than "to carry out the color scheme." The fallacy of such an undesirable choice is proven, not only in color theories and color properties, but in actual tests and use, since even a light shade of green has a reflecting value of only 45.2 per cent, and a dark green has a value of only 9.2 per cent. A much better choice would be a green trim on a white or off-white all-over color, thus keeping the company color scheme intact, and reaping the benefits of proper color use.

White-to-Cream for Interiors

Gleaned from actual experience, Mr. Eiber's contention, therefore, is supported by research and tests. He summarizes as desirable interior or exterior all-over colors any shades ranging from white to beiges (creamy tans).

If there are two other colors in your scheme, aside from the white-to-beige all-over color, or you wish to use two others, say, red and blue, or orange and blue, the red or orange can be used in the upper part of the building or as a band around the building, or in lettering, and the darker shade, in this case the blue, at the base.

"Always use the darker shades at the bottom," Mr. Eiber says. "Otherwise, you will have a top-heavy structure, with diminished visibility."

One station, he said, had used bright blue around the upper portion of the building, in about 40 per cent of the area. The rest of the structure was a light color. The effect was top-heavy, the blue swallowing up the rest of the building. A better plan would have been to use a narrow band of blue at the top and a wider band at the base of the same hue, or better still, of a darker hue.

It is interesting to note here, again, that color theory is borne out in actual application. Color theory classes as foreground colors red, orange, bright green, or any of the intense, vivid colors. These should be used in the upper portions of the buildings, or as trim, and not as base or all-over colors.

For base colors, Mr. Eiber suggests: black (it has its moments!), dark greens, variety of blues but not the lighter tones, and some reds. Be careful of the "fighting reds." The reds that are proper for use at the base would shade from less bright hues to the blue-reds or purples. Reds not to be used for base colors are the vermilions, crimsons and orange-reds, shading up into the lighter tones.

For trim: various shades of bright greens, orange-reds, yellows, orange, bright blues and even Navy blue in a small proportion, suntans, and browns.

Best all-over colors, for both interiors and exteriors: white to creams or beiges.

Proportions of Color

In order to use color harmoniously, without clashing or swearing at each other, they must be used in proper proportions. When using a tri-color combination, it is well to devote at least half of the area to the white or light all-over color. The lower one-fourth should get the darkest shade, and the upper one-fourth the bright, contrasting color.

If desired, the contrasting or "trim" shade need not cover the whole upper one-fourth, it can be used as a band. Good example: Standard companies, with red, white and blue colors —white for all-over, blue at base, red at top. Red is used in lettering of the company name at the top.

Another way of using color in buildings is to use two tones of one shade, plus the all-over color. This gives a neat and harmonious appearance. If

Color Reflecting Values

It is obvious from the following chart what colors decidedly *not* to use on interior walls and ceilings if the brightest, most cheerful and inviting effects are desired. A large number of lighting tests, according to the Federal Housing Administration, shows the reflecting value of various colors to be:

White, 84%	Light Green, 45.2%
Cream, 68.8%	Aluminum Gray, 41%
Ivory, 66.7%	Light Blue, 36.4%
Light Pink, 66.5%	Sage Green, 36.3%
Yellow, 57%	Dark Red, 13.8%
Flesh, 51.6%	Dark Green, 9.2%
Buff, 51.5%	Dark Blue, 8.4%
Light Gray, 51.5%	Black, Near Zero.

One scientific measurement rates magnesium oxide (a silver-white metallic element—not a paint pigment), at 98% reflecting value.

Another method of measurement shows white far in the lead, with yellow, pink, green and gray following in the order named. In this series of tests, the efficiency of white over the colors named rates as follows: over yellow, 67%; over green, 78%; and over gray, 89%.

Metallic paints rate between gray and green.

IN THE EAST AS IN THE WEST

OIL MEN SAY: "IT'S THE LAST WORD"

TRAI BUTLER LOW-TANK

AIRFOIL-STREAMLINED MODEL

PACEMAKER ON HIGHWAYS FROM OCEAN TO OCEAN

WHOLESALE — RETAIL

RINGER INDEPENDENT OIL CO.

H. R. RINGER — DISTRIBUTORS

100% PURE PENNSYLVANIA PETROLEUM

606 ODEN STREET — PHONE 14

CONFLUENCE, PENNA.

Mr. Louis Brown,
Butler Manufacturing Company
Kansas City, Missouri

May 16, 1935

Dear Mr. Brown:

Within a few days it will be a month since I left the factory with this unit. I should have written sooner and told you that I like this trailer one hundred percent. It was perfectly built to carry gasoline and works fine.

After leaving your city I was delayed considerably in getting home. I was stopped so often by oil men to inspect this job. In the east as well as in the west, oil men claim it is about the "last word" in semi-equipment for transporting petroleum products.

Oil men from Stubensville, Ohio, were here Sunday and I know you sold a 3800 gallon trailer similar to the one I bought.

A General Motors Representative told me that on the Sunday afternoon that I landed in Uniontown, Pa., where the unit was parked before his garage on the National Highway, there were over 3000 people looked it over. The major oil companies in the east as well as in the west know of this semi-trailer. I do not understand why unless it is because it is so entirely different. It was told to me last night that one of _____ officials saw this unit in the east somewhere and said it has anything outclassed that he has ever seen.

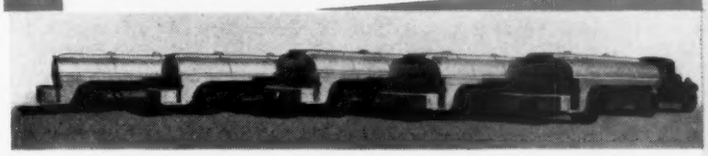
I think you have opened up a big field in the east for this kind of equipment. I have had a good many phone calls wanting to know when they can see this equipment if they would come here.

You may quote me for delivery towards fall on a full streamlined 550 gallon tank to fit a new Ford chassis. Thanking you, I remain.

Sincerely yours,

W. H. Ringer

HRR:SC



Five of a fleet of Trailow-Tanks operated by K. B. Johnson and Sons, Fuquay Springs, N. C.

"Stopped by oil men to inspect this job," says H. R. Ringer.

But read Mr. Ringer's letter. It is typical of what oil men—Independents and Majors—**in the east and in the west** think and are saying about the Trailow-Tank, the highest development in highway oil transports.

From both Butler factories—Kansas City and Minneapolis—Butler Trailow-Tanks in ever increasing numbers are being driven away in all directions to destinations nationwide.

Never did you see a more beautiful transport than the Airfoil-Streamlined model above just driven away by Mr. E. E. Bunnell of the Bunnell Oil Company, in person, nor, a cost cutting fleet like the five below owned and operated by K. B. Johnson and Sons, Fuquay Springs, North Carolina.

Write, wire or 'phone *NOW* for the new Trailow-Tank and new Bi-Flex mounted, Floating Load Truck Tank sections of "Your Source of Supply Catalog"—showing scores of photos of the latest, fastest selling oil transport units.

Butler Manufacturing Company

1241 Eastern Ave.
Kansas City, Mo.

941 Sixth Ave.
Minneapolis, Minn.

Send Sections of "Your Source of Supply Catalog No. 35" as checked below.

( ) Trailow-Tank

( ) Bi-Flex Mounted, Floating Load Truck Tank

Firm Name.....

Address.....

City.....**State**.....

green were chosen, it would be proper to use jade green, for instance, at the top, and a dark or forest green at the bottom, with white or ivory in between.

There is an infinite variety of color combinations and shades of color from which to choose, and a variety of effects to be achieved. One of the methods of using color is to use a band of contrasting color near the top of the building or the canopy band in Neon lights, as so many new stations are doing. Many use Neon in the company name obtaining greater luminosity and penetration with this type of light.

The Sun Oil Co. has all all-white building decorated only with a narrow band of ultramarine blue about a third of the way down from the top. This use of intense blue on white creates an impression you don't forget readily and it ties up well with the company's only grade of gasoline, Blue Sunoco. It's a clever color scheme, even in the opinion of competitor Arthur Gray, previously mentioned.

The Cities Service Oil Co. has an arresting combination of colors: white, black and green. The building is white, roof and some trim black, relieved by green. White and black, the extreme contrasts on the color scale, are always dramatic when used together. The green is intensified by the use of black, thus producing not only a startling effect, but one that always appears fresh and clean.

How Humans React To Color

Color stirs the emotions in most of us in some way. We have definite reactions to it and these reactions or moods are most elementally expressed in terms of color. Thus, we "see red" or are in a "purple rage" when we are angry; we are "blue" or in "black despair" when depressed; we are "green with envy"; he who is weak and cowardly is "yellow"; and a good, righteous, square-shooting individual is described as "white".

Here are a few facts about the most important of these colors, which may help in deciding which to use and how to use them:

Colors, in scale of brightness, are: yellow, orange, green, red, cyanine blue, ultramarine, and violet.

Yellow, the color of sunlight, is the brightest color in the universe.

Green, the most important color in the world.

Red, the color of battle, is intense, fierce, dominating, having greater warmth and greater visibility than any other color.

Blue, a negative energy associated with darkness, is the coldest color of all. It forms contrast to red and yellow.

A blue-violet is weak in light, therefore, a cold color. Red-violet is warmer and more intense, therefore, more plainly visible.

Brown, an every-day, practical, "earthy" color with warmth.

Gray, an atmospheric tone, a cold background color.

Black-and-white, effective, impressive, eye - compelling, dramatic.

Color Under Lighting

"All pure color," M. Bernstein, reserve lecturer at Oxford University says in his "Color in Art and Daily Life," "keeps its quality best in a state of moderate illumination, the amount of change which takes place in artificial light being conditioned by the color of the illuminant.

"Generally speaking, the tints opposed to the color of the illuminant disappear—the red beams of the setting sun eliminating the green from a landscape, while the violet tones of twilight and the blue shades of night bring them forth again."

Thus, if colored lights are used, a reference to the contrasting colors mentioned earlier will indicate what colors of light not to chose.

The white or yellow electric lights used extensively at service stations prove the best for illumination, although they produce entirely different effects on color. Thus colors for stations must be chosen to show up well during both day and night hours. Blue, for instance, looks entirely different under artificial lights than it does in the bright sunshine.

The color problem in the porcelain enamel, glass and stainless steel structures does not seem to suffer from lack of intensity. In fact, color seems to be intensified during the night hours, with lights used around the station and behind the glass and enamel, producing a colorful, shimmering effect.

As for color selection in porcelain enamel, 400 different shades are available, according to Milton Gallup, sales representative of The Enamel Products Co., Cleveland, porcelain manufacturer. While most of the enamel used so far has had a glossy finish, it is now available in dull finish also. The dull finish materials come in many different designs, with contrasting stripes, linen effects, crystalline, and so on.

Any executive, without benefit of color experts on his staff, might do well to spend an evening in studying this fascinating subject. A good popular book on color is the one mentioned previously, by M. Bernstein, on "Color in Art and Daily Life." It is available in libraries in principal cities. An authoritative and widely used book is the Munsell System of Color, by A. H. Munsell, available for reference mostly.

Legibility of Type

As a result of many optical tests, the following two-color combinations represent, in the order named, legibility of type:

1. Black on yellow
2. Green on white
3. Blue on white
4. Red on white
5. White on blue
6. Black on white
7. Yellow on black
8. White on red
9. White on green
10. White on black

The above makes it possible to choose the most legible type for lettering on gasoline pumps and other equipment, for signs at stations, banners, or advertising material of any kind.

Collins New Manager

NEW YORK—E. H. Collins has been named division manager of the Standard Oil Co. of Pennsylvania to succeed L. E. Ulrope, who lately became assistant wholesale manager of the Esso Marketers group. Mr. Collins will be in charge of sales operations throughout Pennsylvania.

TRADE **YALE** MARK

Rebuild

YOUR METER PUMPS *by using*

TRI-ROTOR

PUMPING UNITS

EXPERIMENTAL work conducted by a number of oil companies during the past two years has proved beyond question that worn or obsolete parts of meter pumps can be replaced at a very substantial saving.

As a result, these companies have established a definite program for the rebuilding of their present meter dispensing units.

Protect your investment in *your* present meter dispensing equipment by replacing old and inefficient pumps with new TRI-ROTORS. These pumps, developed by The Yale & Towne Mfg. Co., embody advanced principles of design and operation and provide several outstanding advantages which are now well known throughout the industry.

TRI-MOTOR IS THE PUMP WITHOUT A BY-PASS. It saves power and minimizes inaccuracies in meter operation.

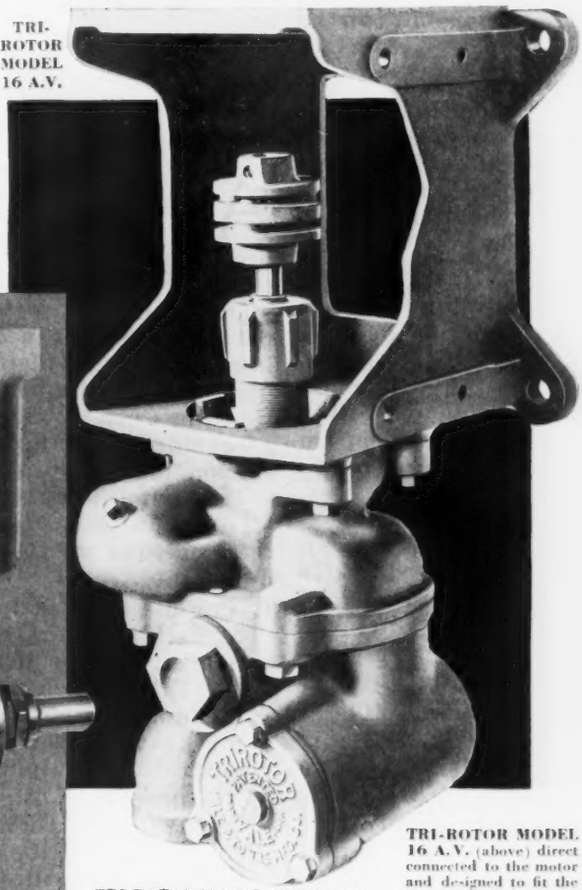
TRI-ROTOR Pumping Units are designed to replace most types of pumps with which your meter units are now equipped.

Replacement can be made on an island without disturbing the meter system.

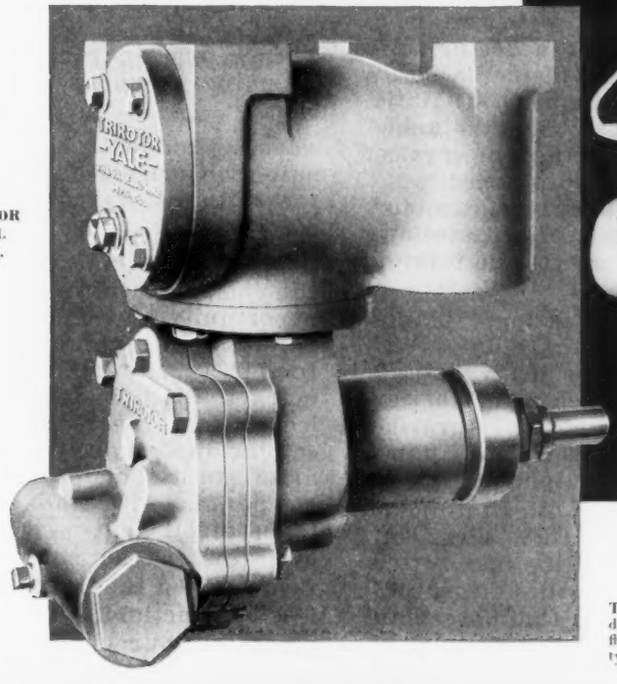
WRITE FOR COMPLETE INFORMATION

The Yale & Towne Mfg. Co.
STAMFORD, CONN.

TRI-ROTOR MODEL 16 A.V.

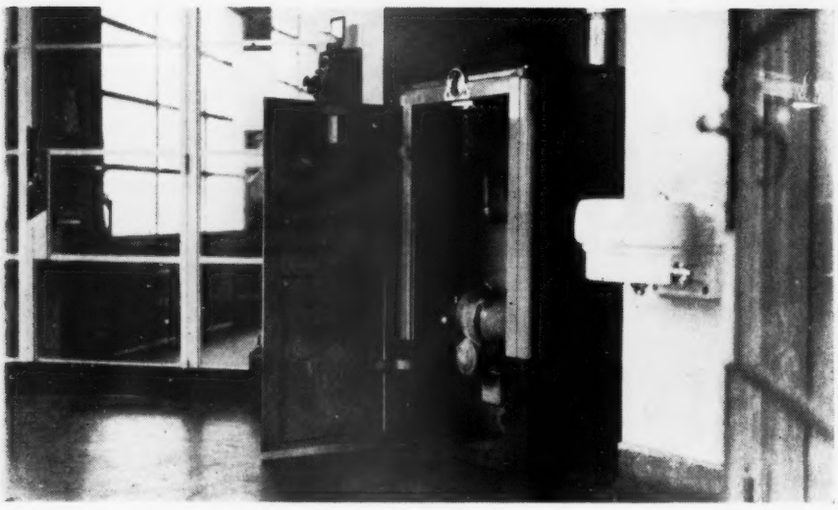


TRI-ROTOR MODEL 16 B.V.



TRI-ROTOR MODEL 16 B.V. (left) designed to be interchangeable at the flange connection with several belted type pumps now in use.

TRI-ROTOR MODEL 16 A.V. (above) direct connected to the motor and designed to fit the bracket and coupling of an old type motor-speed-pump with inlet and outlet in identical positions.



Prominently displayed in the waiting room of a Shell station in St. Louis is this oil heating unit. The furnace is in operation, supplying heat for the station

• • •

Service Station Heating Unit Sells Fuel Oil

Shell Petroleum Corp., at one of its stations in St. Louis, has installed a modern oil furnace principally for the purpose of selling fuel oil, incidentally to heat the station. The heating unit is located prominently in the center of the service station waiting room where it can be seen easily.

Fuel oil prospects are urged to visit this station, inspect the unit and see for themselves how the oil heating plant operates. They are shown a practical application of oil heat, its cleanliness and the ease of temperature control.

The company plans to put display cards on the burners announcing that "This station is heated by the unit with Shell fuel oil." This plan of selling fuel oil offers the prospect an actual example of the possibilities of oil for heating purposes. The service station is an excellent subject as it offers an extreme test of the possibilities of this type of heat. Constant opening and closing of the large lubritorium doors place demands on the heating unit far beyond what would normally be required for home heating.

Shell is using oil heat in 90 per cent of its service stations and has just recently converted all its Detroit outlets to that type of heating. Either fuel oil or range oil is used, and in some instances where a coal or wood stove had been used a range oil burner was installed in the stove.

This company adds a word of caution to the oil companies who are installing oil burners in service stations. An experience was related about a station which installed a burner in the same small room with an air compressor and the door kept closed. The result was that the compressor consumed more than its share of the limited air in the closed room, leaving an inadequate supply for the oil burner. An explosion occured. If a compressor is placed in the same small room with an oil burner, the door should be left open so plenty of air supply can get to both units.

F. Ross Bell Resigns

FORT WORTH. — F. Ross Bell, who has been with Texas Pacific Coal & Oil Co. at Thurber, Tex., and Fort Worth for the past 16 years, has resigned to enter private business.

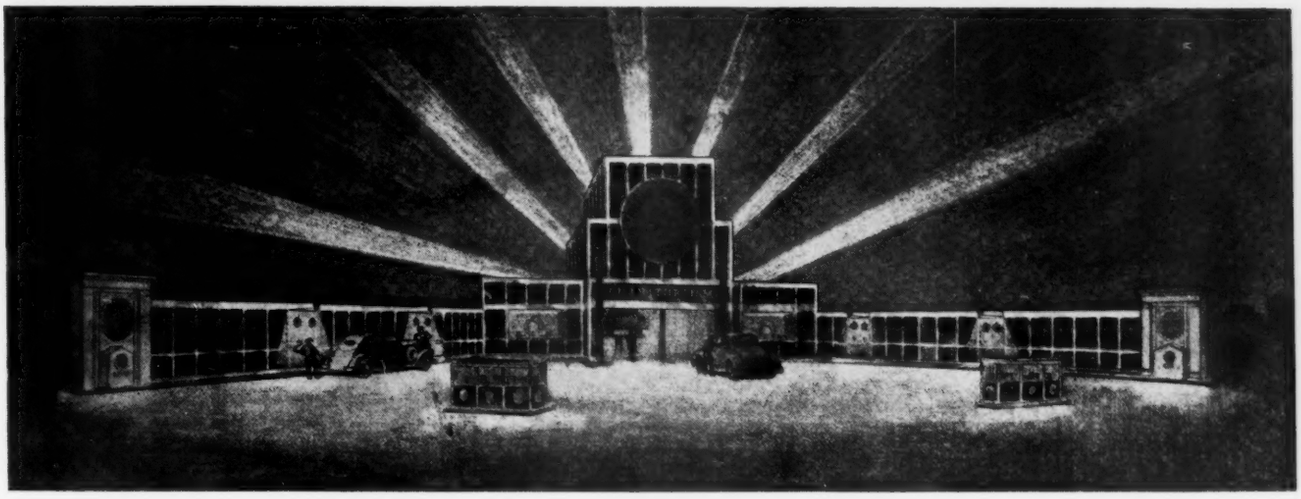
Outlines Advantages of Oil Heat For Service Stations

ANY modern service station, regardless of size, will find oil heating a profitable investment if for no other reason than that service station heating with oil is a perfect case of the doctor taking his own medicine, according to the Williams Oil-O-Matic Heating Corp., which has made a considerable study of service station heating problems.

In summing up the case for oil heat in the service station, this company makes the following points:

1. Complete heating plants as small as 45¼ inches in length, 18½ inches wide and 34 11/16 inches high, answer the dual purpose of furnishing heat and serving as demonstration equipment.
2. By first accepting the heat with oil idea themselves, oil companies will be in a better position to realize the fuel possibilities in the more than a million oil burners now in use. Each installation represents an average annual fuel consumption of 2000 gallons.
3. Uninterrupted research work by able engineers has resulted in even greater oil burner efficiency and corresponding economy of operation.
4. Mass production has resulted in prices that are the lowest in history.
5. The oil burner market is but 3.7 per cent saturated. Oil companies have an ideal opportunity to realize from both the sale of burner and fuel in this rapidly growing market. Oil burners in service stations represent an excellent opportunity to familiarize station managers and attendants with the advantages of oil heat — with an eye toward the not distant future when they will doubtless be functioning as part of a great oil burner sales force.

Fig. 1—Artist's conception of a service station of the future making large use of local lighting



Lighting for the Modern Station

Radical changes in station design are bringing new lighting problems and a realization of the merchandising value of proper lighting to invite customers in and to display accessory stocks.

By A. B. Winters *

• • •

THE service station of today serves a dual purpose. It is not only a center of distribution of quality merchandise and service, but serves as the oil company's show window as well. The very appearance of a station invites business or repels it. With the ever increasing number of automobiles and good roads, the quantity of petroleum products is also increasing. With the number of outlets for such goods gradually reaching a maximum, the oil companies are, of a necessity, looking for other sales incentives for sales promotion.

Lighting rightly takes its place at the top with the advent of new materials and designs. Service station architecture has gone through radical changes in the past few years, this being due to the use of the new materials and methods of construction. These new station designs have been chosen because, first, of their simplified costs; secondly, because of their pleasing appearances under daylight and artificial light.

The accompanying artist's sketch (Fig. 1) illustrates one well-known artist's vision of what the station of tomorrow will look like. In this design we find the use of local lighting to make parts or objects stand out against the remainder as the background. Note the absolute elimination of all standards and poles, and in their place, the use of built-in lighting fixtures, such as in canopies over the pumps, in the display cases, in the luminous columns and in the show windows. The direct rays of these fixtures light the area immediately surrounding them, while soft diffused stray light illuminates the more distant objects. The ugliness and bothersome glare of a bare light source can be eliminated by the arrangement of such fixtures. It may mean the multiplicity of fixtures but the desired results can be obtained.

The service of the future will have some novel display such as the artist has shown by the illuminated oil tubes, from behind which small lamps and reflectors project light through a constant stream of bubbles in the oil. Further novelties shown on the artist's conception, are the use of luminous flashing panels bearing the company insignia, and a battery of high power searchlights that project pencil-like beams into a fan design, thus identifying that particular station and attracting new customers.

The modern service station of today is a step toward the artist's dream. The first step was to select building materials of the proper color and composition that would reflect light readily as well as maintain this reflecting quality with little effort. White or cream vitreous enamel, tile, glass, or phenolic resinous products when used with polished metal or dark colored trim in the station building and concrete or other light colored materials in the driveways, lend themselves well to both daylight and night-time appearances.

Luminous materials such as rippled or flashed glass and phenolic resin sheets control a commanding lead in types of materials used, since light sources can be concealed behind them. This combination pre-

*Lighting Division, Westinghouse Elec. & Mfg. Co.

Fig. 2—Night view of a Gulf Refining Co. station with floodlighted sign painted on wall of adjacent building

sents a pleasing appearance for illuminated panels, especially on which letters have been placed. The pylon often is made of satin finish aluminum and glass panels and serves as a combination sign standard and light post to illuminate the entrances and provide space for the company trade name or insignia. Luminous panels are also used in designs such as individual letters mounted on stations.

A second step towards the artist's dream is the elimination of as many poles or standards as possible. In Fig. 2 it will be noted that only two standards are used, one standard supports a circular disk which is lighted by two floodlights suspended on a double arm bracket. The bracket also supports two enclosing globe floodlights which are equipped with efficient reflectors that spread an even light over the yard.

The second standard merely supports two globe-type floodlights. Lights in the pumps and in the show windows add very effectively to the illuminated area such that no harsh shadows are present. The luminous tower adds materially to the picture as well as the illuminated bill boards on the walls of the adjacent buildings. These have been floodlighted from the roof of the station building.

• • •

The new combination display case and gasoline pump, with its built-in lighting fixtures, provide ample illumination about the pumps, thus eliminating part of the necessity of poles and standards. The use of Fresnel floodlights in curb stones provide a pancake of light over the yard entrances with little or no glare to passing motorists or customer entering the station yard.

Another step toward the elimination of standards is the use of the pump island luminaire, a form of RLM Dome reflector surmounting a pipe at each end of the pump island. These indirect lighting units are being used quite extensively and will eventually become a part of the pump and display case fixture, possibly in a more dignified form.

The mushroom low-level luminaire, such as those used on the recent Century of Progress grounds in Chicago is being used to illuminate small gardens at the ends or rear of the station building. These units, using 150-watt lamps and a standard symmetric street-lighting refractor, spread a cone of light approximately 30 feet in diameter. The cut-off is such that the bright light source can be entirely concealed under a luminous shade of various colors.

The present universally used method of lighting for service stations, consisting of floodlights mounted on poles, has also gone modern, in that more efficient floodlights have been developed. The higher efficiency of these new reflectors is due to proper shaping and more efficient reflector materials, resulting in more light per unit being spread evenly over the area.

The shapes of these designs both in open type and enclosed type floodlights have reached a high point of precision where accurate control of the lamp light is desired. Then open type floodlight is usually constructed of white diffusing porcelain enameled sheet steel for wide distribution to light entrances as well as the yard. Where a concentration is desired on any particular point of activity, such as the pump islands and station building exteriors, auxiliary semi-specular reflectors are used. The advent of the auxiliary reflector was brought about by the discovery of oxidized aluminum as an efficient reflecting medium. A new treatment to this oxidized aluminum surface makes it one of durability and permanence comparable to that of porcelain

ADVERTISING PAGES REMOVED

Fig. 3—Recessed fixtures for window display lighting eliminate necessity for deep valances to conceal lights

enamel, and both can now be easily cleaned with soap and water without great impairment of their initial efficiency.

Enclosed type floodlights have always been very efficient and provide the maximum of light with practically no maintenance. Silver mirrored glass ranks at the top with a coefficient of utilization of approximately 88%, while the new oxidized aluminum reflectors rank second with a coefficient of utilization of 85%.

New design shapes of glass reflectors provide either narrow beams for concentrated areas or wide beam reflectors for wide distribution comparable to that of the open type floodlight.

The discovery of oxidized aluminum as a reflector has provided a new lightweight low-cost floodlight that is comparable in efficiency with those using glass reflectors but is not as rugged as the heavier and more expensive enclosed type floodlight. The beam divergence of the aluminum reflectors make these enclosed type floodlights ideal for service station floodlighting. The principal advantages of enclosed type reflectors are the maintenance of initial or near initial efficiencies with practically no effort by having a protected reflector and the elimination of lamp breakage due to rain.

Enclosed type floodlights of the 500, 1000 or 1500-watt sizes are more commonly used because of the fewer number fixtures required, the higher efficiency of large lamps and lower cost per watt for lamp replacements. Open type floodlights of the 1000 and 1500-watt sizes are more frequently found in use.

It has always been found that floodlights provide lighting with the least amount of shadows and glare when mounted sufficiently high. Mounting heights for best results should be 25 to 30 feet. Using ornamental brackets or crossarms, as many as five floodlights can be easily mounted on one pole. Where possible, a great saving can be had in installation costs by mounting two or more enclosed type floodlights on one pole, yet obtain the proper coverage. One or two open type floodlights per pole has been used most generally for the proper distribution of light.

Another type of enclosed floodlight is the enclosing globe or converted streetlighting luminaire. In all appearances these units are the same as a conventional upright or pendant ornamental streetlighting luminaire in which an efficient reflector has been placed. Two lamps are used, one, a large lamp whose light output is directed onto the proper area; the other, a smaller lamp which evenly illuminates the enclosing globe and provides illumination about the ornamental standard on which it is mounted. These units are used in various designs and sizes employing 500 to 1500-watt lamps. In some cases they have been chosen to fit in with existing streetlighting designs.

Going from the exterior to the interior, customers are welcomed by brightly and evenly illuminated show window displays. These displays, such as are shown on Fig. 3, are lighted by a group of closely spaced flush type ceiling fixtures. The built-in or flush type ceiling fixture presents a pleasing appearance as compared to the older type of surface mounted window reflectors or floodlights that required a long valance to conceal them from the outside.

The flush-type units usually employ 150 and 200-watt lamps and are spaced two to three feet apart such that all sides of a display are evenly lighted. A further glance at Fig. 3 reveals a brightly lighted interior. The light color of the walls and the semi-indirect lighting reflect the tidiness and cleanliness of the modern service station.

The lighting fixtures for the office and display room must provide plenty of light yet have low brightness in order to attract customers to displays inside. The semi-indirect fixture with a larger percentage of the light reflected to the ceiling has been found to be the solution to the office and waiting room lighting. The size of luminaire depends upon the size and shape of the room and the reflecting quality of the walls and ceilings.

In some installations where

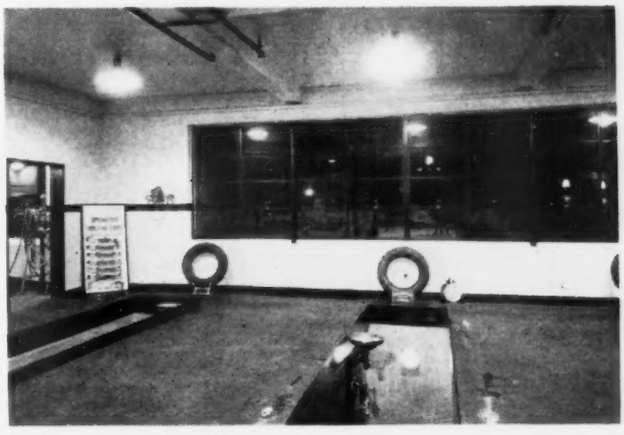


Fig. 4—Good lighting is an essential in the lubritorium

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the building is constructed largely of glass it is necessary to use a totally direct lighting unit in order to eliminate bright spots in the colored glass at the top, yet an enclosing globe is needed to reduce brightness. This is accomplished by using a large shallow reflector over a semi-indirect luminaire. By mounting the fixture at such a height the cut-off is placed at the lower edges of the glass panels.

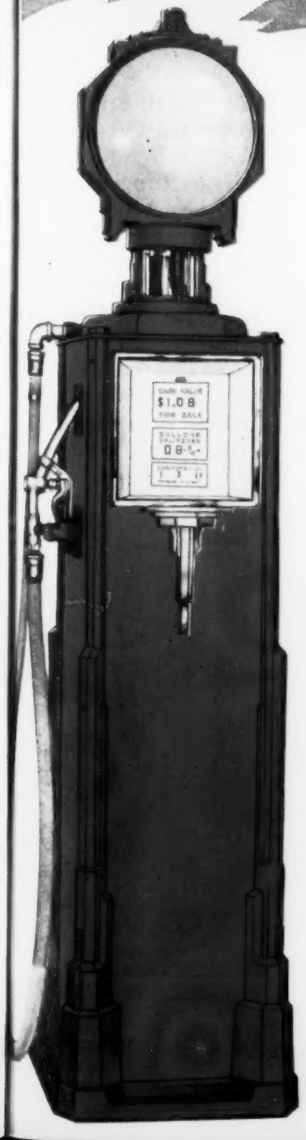
Most companies take great pride in keeping their toilets clean and neat. They all agree that adequate illumination is a great aid toward obtaining these conditions. One hundred and fifty or 200-watt commercial luminaires have been found to provide ample light for these small rooms.

The most important rooms, which are often neglected as far as good lighting is concerned, are the grease rooms, wash rooms and other work rooms. In order for the attendant to provide fast and efficient service he must see the parts on which he is working. A mistake may prove fatal or expensive. This is where ample and properly directed light plays an all important part in the proper care of the auto. In the grease room reflectors such as RLM Domes, Fig. 4 or Glassteel diffusers and even commercial enclosing globe luminaires provide ample light on the top and sides of the cars and walls of the room, while it has been found necessary to locate light sources underneath the automobile to light those parts of the car on which the attendant works.

Where grease pits are used, floodlights, such as shown in Fig. 4, are mounted in each end wall or sides of the pit and directed upward onto the chassis. Where lifts are used, the modern method of lighting the underside of the car is to mount floodlights directly in the floor. Units with wire guards have been used, but the main objection has been that attendants are prone to stumble over the guards.

A more successful type of floor mounting unit is the flush type floodlight which mounts flush with the floor and is equipped with a thick glass lens that permits attendants to walk over it, drop heavy wrenches on

Modernizing Increased Sales 30%



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Gentlemen,

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From the day the pumps were installed business increased between 30 and 40% over the preceding month and about 25% over the same period a year ago. As January and February were running a little under a year ago I can attribute this 25% increase directly to the new pumps.

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WRITE FOR THE "BUTCHER BOOK"

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MODERNIZE WITH ERIE FOR PROFITS

Fig. 5—Vapor proof reflectors for complete lighting of cars in the wash room

it, or even support to weight of an auto without breaking.

A third method of lighting the underside of the auto sometimes used is to mount lamps directly on the lift itself. These units have a fixed position or can be attached to the end of a short flexible shaft that will permit the light to be concentrated on any one particular point. The disadvantage of the latter is the necessity of a flexible coupling, such as a automatic take-up reel, for the electrical conductors.

The washing room is usually equipped with angle type vapor-proof reflectors, such as shown in Fig. 5, in order to illuminate all sides of the car. Floodlights, such as sometimes used for pit light, have been placed low in the walls of the wash room opposite the wheels such that no part of the chassis escapes uncleaned.

The battery and compressor room, in which there is usually little activity, has been found to be lighted successfully by means of an industrial RLM or Glassteel diffuser.

New light sources are taking their place in the petroleum industry. Neon and other gaseous tube sources have for several years been prevalent in lighting for displays, since the tubing can be shaped to most any design.

A more successful gaseous light source which promises to revolutionize all lighting, is the high intensity mercury lamp. This lamp when used in the proper proportions with Mazda lamps has been found to produce a quality of light that approaches that of sunlight. The 400-watt high intensity mercury lamp has a lumen output equal to that of a 750-watt Mazda lamp. With the mixing of mercury and Mazda light, true daylight colors are brought out. The mercury lamp requires auxiliary apparatus and present designs must operate in the vertical positions. It can be used in either open type reflectors or floodlights, in industrial reflectors or in street lighting luminaires.

Another form of efficient gaseous light source is the Sodium Vapor lamp. Even though the light emitted by it reveals every little detail of surroundings, yet it has little value because the light is monochromatic and all things appear black, yellow or shades of yellow, and all other colors are destroyed. For this reason, sodium vapor lamps are not advocated for general interior or exterior lighting but may be used as a novelty or for certain displays.

Station Stores Rain Water For Thirsty Radiators

HIGH standards topped by large reflectors and placed at each end of the pump island, together with a row of lights just underneath the small awning, provide good lighting at this recently completed service station owned by P. J. Quinlan in Wichita, Kans.

The city water at Wichita is hard, and most stations either buy soft water or have a water softening unit to provide water for radiators. At the new Quinlan station, however, a cistern was dug, into which rainwater drains from the roof. The cistern is underneath the floor of the lubrication room, and covered with a heavy iron manhole cover. In one corner of the station proper is a small filter-pump unit which lifts the water from the cistern to the pump island, maintaining a pressure at the nozzle on the end of the hose so that radiators may be filled with soft water quickly.

P. J. Quinlan station at Wichita, Kans.

NEW COMPUTER PUMPS

Speed Delivery, Increase Customer Confidence

*By G. Denny Moore**

TWO years ago, sadly depressed and facing a completely saturated market, the gasoline pump industry launched a novel idea upon the troubled waters of its national situation. Little did this desperate industry dream at the outset of that adventurous step that it had set sail upon a course that would lead to a gigantic market of over a million units, and catch the supporting fancy of twenty-five million motorists.

This epoch making idea was the computer type of gasoline pump — the application of mechanical sales calculation to gasoline dispensing. Today it is more than an idea—it has become an ideal. In the brief period of its introduction it has been recognized in every commonwealth of the Union to the extent of nearly 30,000 installations. This is at the rate of one installation in every 12 service stations, a phenomenal achievment for such a revolutionary movement.

The powerful commercial and economic appeal of this new principle of automatically computing gasoline sales has set a high standard for service station apparatus and captured the interest of the gasoline purchasing public that is always so alert to service improvements.

The progress in gasoline pump development has been quite remarkable in climbing steadily upward from the first crude hand-operated blind type, to the visible or glass bowl type, on to the electric meter dial-face type, and finally up to that super-business machine—the computer pump that will eventually replace every unit of the older type now in use.

The first real innovation in the service station was the computer type of gasoline pump. This ingenious machine added the finishing touch to the program of modernization that has been gradually adopted by the petroleum industry for its retail marketing outlets. This novel device that calculates the sale in cents as it measures in fractions of gallons, is the most remarkable contribution to the service station. Convenience, accuracy and confidence have come to the motorists in their purchases of gasoline in a truly modernized station, architecturally styled in appearance and mechanically equipped to match the most up-to-date stores and shops.

The super-service idea has long been a feature among the petroleum marketers in their dispensing facilities to the customer. In no other respect has this progressive idea been so impressively expressed as in the adoption of the computer pump that operates with human cleverness, but with mechanical accuracy and precision.

Public Becoming Speed Conscious

This is a fast moving age. Speed is the watchword. Service to the motorist is no exception. The dispensing of gasoline from the pump into an automobile tank has passed through many varying stages, from the use of a simple, portable fuel oil container, to the crude hand-operating blind type pump, on to the electric meter pump now in general use, and now the self contained service unit, the computer pump.

The speed of operation of these various forms of gasoline dispensing has increased with each step. The ultimate step in advancement of quick gasoline service has been reached in the introduction of the computer pump, which requires no human hand, nor a second of extra time to produce the calculation of the complete sale simultaneously with the shutting off of the flow of gasoline. Furthermore, at any stage of the process of filling, the accumulated total of the purchase is clearly in evidence both before the operator and the consumer.

The time saving effected in the advancement of design and type in gasoline pumps is shown in the following graduated scale based on the delivery of ten gallons of gasoline from the pump to the automobile tank:

1. Early blind type, hand-operated pump—2 ½ Minutes.
2. Visible type pump both hand and power operated—2 Minutes.
3. Electrically operated meter type pump—1 ½ Minutes.
4. Electrically operated Computer Pump—1 Minute.

The fractions of a minute involved in this gradual reduction of delivery time from the early types to the ultra-modern computer are appreciable in the efficiency of serving gasoline. It is particularly so in busy stations where patrons must be ushered through speedily but satisfactorily, with ample opportunity to perform other services and to demonstrate other merchandise for sale.

Every motorist seems to be in a hurry these days. Every fraction of a minute is important in his daily program. The saving effected from serving him gasoline through this newest type of dispenser is quite definitely appreciable. Once he recognizes it, the natural and habitual reaction is to look for, and expect, this same special service on his future purchases. The ultimate conclusion is quite obvious. Motorists will select that station where the equip-

*Managing Director, Gasoline Pump Manufacturers Association.

ment will perform such service. That selection will eventually and invariably be where the computer pump is installed.

Automatic Calculation

In the calculation of sales at the gasoline pump, the pencil has given way to the lever in "figuring up the bill." Reference to the price chart is gradually being discarded and in its place science has supplied a machine that calculates in money as it measures in gallons, all in a single operation as simple as the measuring scales and the taxi meter, providing the element of visible, instantaneous calculation for the assurance and the protection of the consumer.

The gasoline station is one of the most active sources of supply to the public. There, as much as in any other service center, should the equipment be advanced and efficient. Automatic calculation of sales has found its natural position in dispensing gasoline, and the Computer Pump is the logical development for this rapidly progressing public mart.

Develops Quantity Buyer — Provides Time For Considering Other Services and Merchandise

The investment in the service station is a substantial one—buildings, land, mechanical equipment, labor and management. They all require the keenest consideration for return on the investment. One of the greatest opportunities for realizing this necessity is at the gasoline pump. Here is the largest volume of sales and here the greatest turnover of capital is involved. It is vitally important that this volume be increased.

The number of gallons dispensed per day, the number of purchasers served, together with the simplicity and economy of operation contribute substantially toward a paying investment.

The automatic registration of sales in money and gallons in the computer pump makes possible this much needed economy on the island. Speed and assurance in completing the sale and transaction offer more time to display other merchandise for sale, and to establish the interests of the purchaser in the other departments of service at the station—greasing, lubrication, battery and tire inspection, and the several other sources that mean so much in potential profit to the station owner.

Increased gallonage on the individual sale is one of the greatest sources of profit in the station. With the aid of the computer pump, it is comparatively easy to develop the purchaser from a five or ten gallon buyer to a "fill'er up" buyer. The operator can fill the tank without the usual overflowing so commonly caused in the attempt to watch both the tank and the gasoline dial, to make sure that the indicating hand stops evenly on the gallon or half gallon.

THE computer pump permits concentration on the flow of gasoline into the tank and it is immediately shut off when the gasoline has reached the proper and safe level in the tank. A glance at the computer face shows exactly to the cent the price of the purchase and precisely to the fraction the quantity dispensed.

This remarkable operation of measuring and calculating every cent's worth of gasoline, also makes it possible and safe for the "near-full" tank to be filled up without danger of loss or confusion to either the motorist or the operator. The computing mechanism takes care of the "figuring" while the operator guards the filling.

The computer pump is doing for the service station what the computing scales did for the grocery store. The satisfying influence of the super-service performed in accurately calculating the amount of the sale, changes the occasional patron to a steady customer. The neighborhood motorist soon learns where this superior service is rendered and, as in adopting his favorite grocer, barber or mechanic, he fixes his preference in gasoline service upon the station that supplies that super service.

Throughout the comparatively brief era of the automobile, there has been little in the equipment for supplying gasoline that could justify any particular preference for a source of supply, until the computer pump, with its many apparent advantages, appeared in the service station.

The Mark of a Progressive Station

Modern architecture and scientific plotting of the service station can only reach their ultimate aim through the installation of new and efficient equipment. No piece of apparatus on the island can express this so conclusively as the gasoline pump. An old style unit does not carry the thought of progressive service completely across to the motorist. This most important and outstanding piece of equipment must be consistent with the other refinements of the station.

In recent interviews with station owners and operators in various sections of the United States, confirming testimony has been liberally given on the sure satisfaction and advantages in Computer Pumps:

Observing operator in Atlanta, Ga. — "More questions have been asked about my new computing pumps by gasoline purchasers than about all the apparatus and the service in this station."

Station owner in Memphis, Tenn.—"There seems to be something peculiarly interesting in seeing a machine figure up both the bill for the gasoline and the amount delivered, all in one operation. There is no question here about accuracy."

Operator in Kansas City, Mo. —"Gallonage here is increasing from five to ten per cent per month due particularly to the attraction of these new pumps. They save time in operation and permit greater service on the island."

Station Owner in Minneapolis, Minn.—"My operators and I invariably explain to our patrons the advantages of buying gasoline from a computer pump, and I am sure that this practice has brought us new business through the recommendations of old customers."

Station owner in Scarsdale, N. Y.—"Our new pumps of the computing type have added a great attraction to this station. There can be no mistakes made here. Both the customer and the operator are fully protected."

Becomes Combination Service Unit

In addition to dispensing gasoline, the new type computer pumps have been extended in design and capacity to include spacious showcases to display incidental merchandise, air and water service attachments, and advertising facilities. This new combination of service to the motorist is another step in the development of the service station into an extensive marketing center for the numerous articles that can be sold to the average motorist.

In no other location at the station can the merchandising possibilities of auto accessories be so well developed as on the island—in fact right in the pump itself where the articles come immediately under the eye of the purchaser.

Pulling Power of Improved Equipment

The old back street neighborhood station can regain its former popularity by dressing up and presenting its best appearance before the home folks. Gasoline purchasers quite generally travel far out of their beaten paths to find the station they prefer, and preference is chiefly a matter of confidence.

To remodel the buildings and to replot the yard do not go the full way toward accomplishing effective modernization. It requires modern equipment. A discriminating motorist is rapidly learning the difference between the old and unreliable apparatus and the new and dependable. Nothing in the station can catch his attention nor impress him so favorably in this respect as the type of gasoline pump that is being featured in other station modernization programs. This type can be no other than the computer pump —the latest in business machinery.

Likewise, the neglected roadside shack that once enjoyed the liberal patronage of gasoline purchasers can be elevated to the level of the new and modern station a few blocks down the road. There is a very definite choice between the station that is shabby and antiquated and the one that is alive with progressive manage-

When the
HOT SUN
hits a
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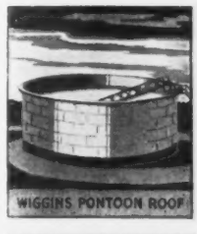
MANY GASOLINES on the market today boil at atmospheric pressure —when the sun gets hot. The evaporation loss from an ordinary storage tank under such conditions is staggering.

A hot sun cannot cause this boiling loss, however, when such gasolines are stored in the Hortonspheroid. With most grades of motor fuels, and in most climates 2 to 5 pounds pressure is sufficient to stop all standing storage losses.

For more volatile liquids or more severe storage conditions, Hortonspheroids are built for pressures up to 20 pounds. This permits them to be used for a wide range of volatile products at great savings. For example, with a spheroid designed to withstand 15 pounds per square inch gauge pressure, boiling cannot occur in the contents until the temperature has risen sufficiently to produce a vapor pressure of 30 pounds per square inch. This would not happen with a 26-pound Reid vapor pressure gasoline until the liquid surface temperature reached 106° F.

Hortonspheroids are economical storage units, the shape being ideal for a combination of liquid load and internal vapor pressure. They are built in standard sizes from 5,000 to 80,000 barrels.

The Hortonspheroid is only one of several types of tanks which we build to stop evaporation loss. Our years of specialized experience in evaporation engineering are at your disposal whenever you are considering storage units of any kind. Ask our nearest office for data on evaporation savings or cost estimates on tanks and roofs.



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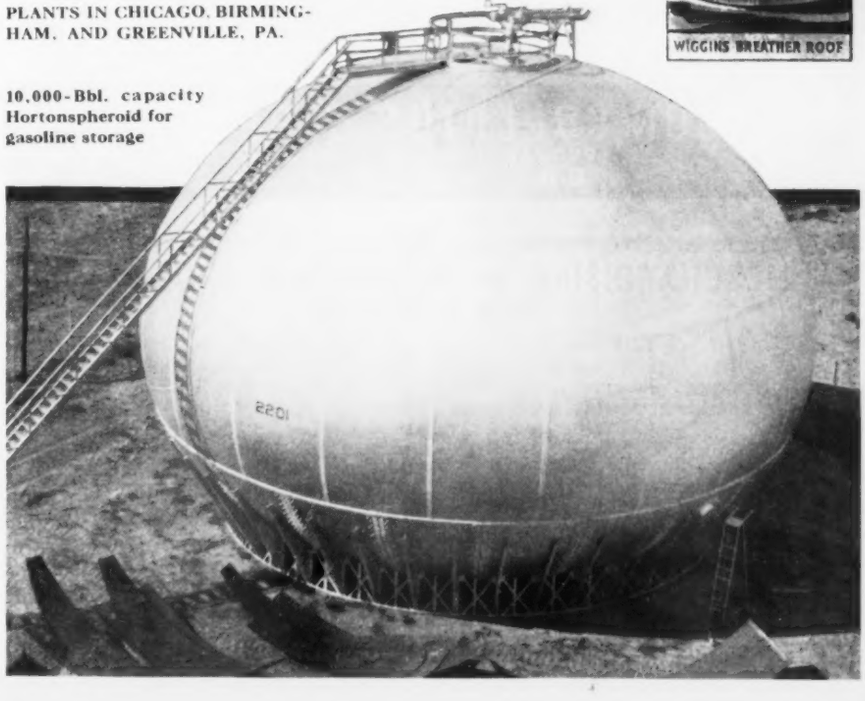

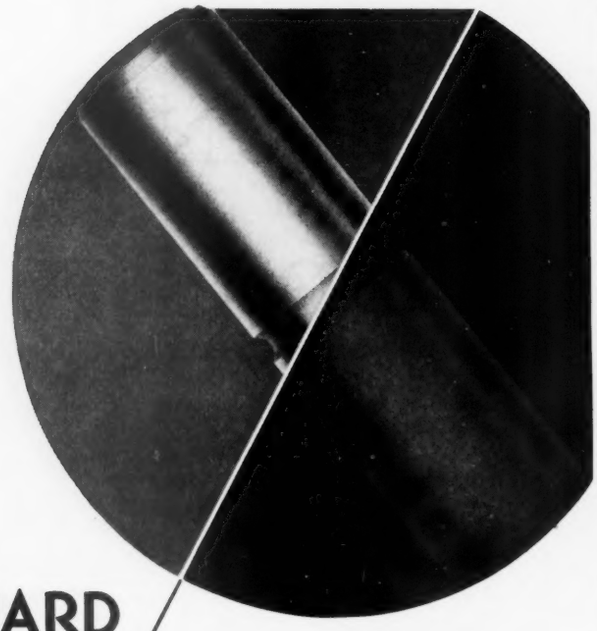

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ment and efficient equipment. A difference in gallonage and profit between two stations of such varying conditions is the natural order of events under the circumstances.

Lubricating and Greasing Equipment

The once untidy and unattractive department of the service station used for lubricating and greasing service is gradually shedding its repulsive distractions and beginning to assume that neatness in character and effectiveness in eye-appeal prevailing throughout the station. Drums, trucks, buckets, packs, barrels, tanks, high and low pressure guns and other apparatus in the lubricating and greasing department are responding to the call of modernization. Beauty of line is replacing the crudeness of the older, typical shop products. The whole nature and condition of the department has improved, thus inviting more frequent patronage of this department, which can be made one of the most profitable and progressive in the station yard.

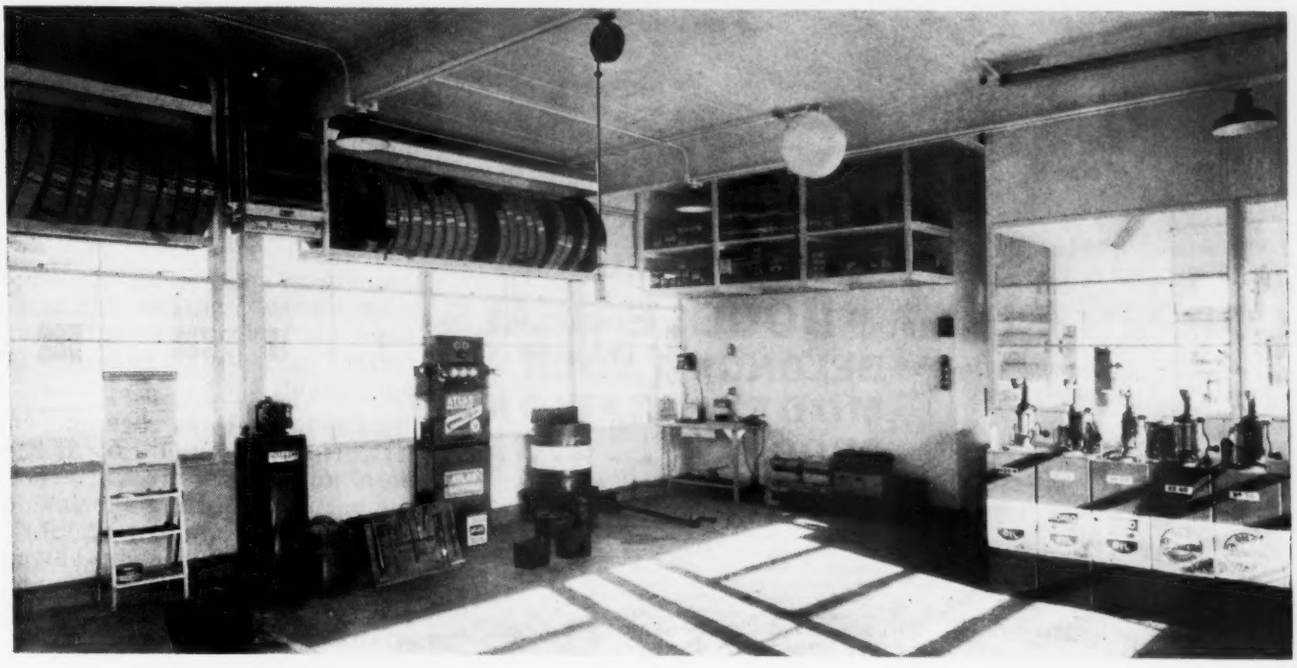
Utility and efficiency have kept pace with design and architecture in every feature of the service station. The present day units of service invite and encourage patronage. Time saving and neatness are given much consideration in the development of every piece of service apparatus.

The latest types of apparatus perform services that induce motorists to give lubrication a higher degree of importance in car maintenance. Attention to motors, differentials and gears that once was a trial of delay and messiness, is now a clean and speedy service.

The modernization trend in reaching the backyard of the service stations has added the finishing touch to these truly modernized business establishments lining the highways of America for the service and convenience of discriminating motorists.

And the march goes on. Better and busier stations for the petroleum marketers—speedier and more satisfying service for the car owners. The program is an endless procession of economics and modernization.

The increased use of glass in modern service station construction brings every corner of the lubritorium under the critical eye of the customer. A clean orderly arrangement of equipment and supplies gives an impression of efficiency, with the result that there is a good repeat business



Equipment Display and Cleanliness Aid Sales in the Lubritorium

AT THE opening of a large station in St. Louis a few months ago there was a demonstration of car lubrication in which the man doing the job was attired in evening clothes. The job completed, he stepped out to take his bow without so much as a single spot of oil or grease on his suit.

While this particular stunt was strictly an opening night feature, it continues to serve as an excellent example of the advance that has been made in car lubrication facilities and equipment in the past few years.

With the great increase in the use of glass in service station design, the lubritorium has become a very important display possibility. It is quite common knowledge now that a clean station attracts customers. And with the high visibility into the modern stations it is also quite common knowledge among motorists that some lubritoriums are cleaner than others.

One of the most outstanding reasons for this impression of cleanliness is found in the interior construction of the modern lubritorium. Walls, in many cases, are built with a light colored tile or glazed brick, a material of the type that can be cleaned easily and therefore frequently cleaned. For a similar reason tile floors are being quite commonly used in the modern lubritorium. They can be cleaned and mopped without undue effort, and oil and grease leave no stain on them.

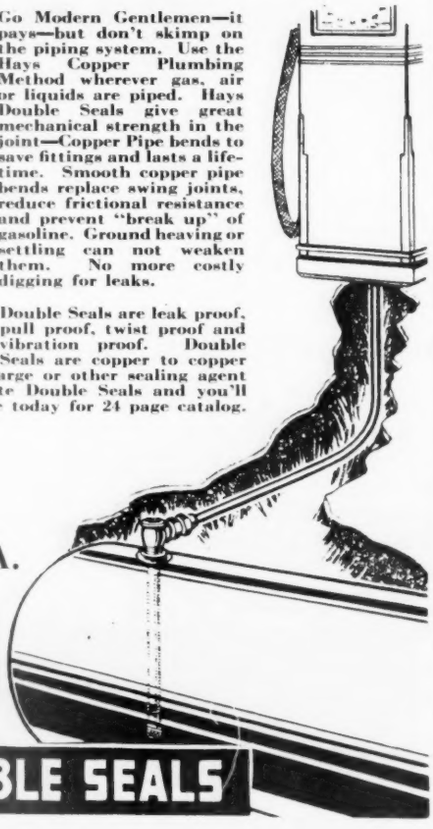
The modern lubritorium impresses the customer with its business-like and efficient arrangement of equipment. There is an air of "finger-tip control" about the place. Self-winding

The attendant does not have to spend time searching for greasing equipment in the modern lubritorium. All items are practically at his finger-tips and there is a place for everything when it is not in use

COPPER PIPE and DOUBLE SEALS BELONG IN YOUR MODERNIZATION PROGRAM . . . . . .

Go Modern Gentlemen—it pays—but don't skimp on the piping system. Use the Hays Copper Plumbing Method wherever gas, air or liquids are piped. Hays Double Seals give great mechanical strength in the joint—Copper Pipe bends to save fittings and lasts a lifetime. Smooth copper pipe bends replace swing joints, reduce frictional resistance and prevent "break up" of gasoline. Ground heaving or settling can not weaken them. No more costly digging for leaks.

Double Seals are leak proof, pull proof, twist proof and vibration proof. Double Seals are copper to copper with no solder, litharge or other sealing agent required. Investigate Double Seals and you'll specify them. Write today for 24 page catalog.



HAYS MFG. CO., ERIE, PA.

Send station piping lay-outs. Hays' Engineers will show you how the Hays Copper Method can be used with economy.

Specify HAYS DOUBLE SEALS

LIGHTING EQUIPMENT

Hinged Poles and Floodlights

Manufactured By

REVERE ELECTRIC COMPANY

CHICAGO

air hose reels are attached to the ceiling, out of the way and still ready for instant use. Overhead doors are quickly opened or closed, either electrically or by a slight hand pressure. Hand-operated grease guns are mounted on convenient and handsome racks. Air-operated guns are ready at accessible points. Attachments for fittings are where they can be readily reached. There is a generous amount of space about the edge of the room available for highboys, battery stands, spark plug tester, and other necessary equipment.

In some stations vacuum outlets are to be found, to which a hose and nozzle are attached for vacuum cleaning the inside of cars. In a number of lubritoriums the overhead shelves around the edge of the room are utilized for an orderly display of tires, batteries, and a stock of accessories. Heating units in practically all cases hang from the ceiling, and as a result there is that much more working space available on the floor.

The pit has become practically extinct in the lubrication operation. Lifts are a necessity in doing a thorough greasing job on the 1935 automobiles. For all around service on all cars the drive-on and four post lifts are by far the most satisfactory. The free-wheel lift has an advantage in its free-wheel feature, but the constant changes, improvements, and additions in front end design of the new cars are making it increasingly difficult to spot these cars on a free-wheel lift.

The lift has the advantage over the pit, too, in letting the customer watch the greasing operation. Being able to see what is being done to his car is getting to be a right which the motorist demands. Often times he does get in the way and slow up the work, but nevertheless if he wants to watch, there is little you can do about it.

One station operator in Salem, Mass., did something about it, however. He built a balcony in his lubritorium and encouraged customers to sit up there and watch the operation. He reports that his attendants now stumble over fewer customers while greasing cars.

MODERNIZATION PAYS BIG DIVIDENDS

GASOLINE sales went up 55 per cent. Oil sales were boosted 62 per cent. Pressure gun lubricants enjoyed a sales increase of 315 per cent. The sale of gear lubricants rose 300 per cent.

That, briefly, is what modernization did for the National Refining Co. at its Mayfield and Superior Road station in Cleveland, Ohio.

On Dec. 24, 1934, the company opened a new and modern service station on this site. Gone was the old building, the old pumps, and the outside lift. In their places stood a modern porcelain enamel station with an office and enclosed facilities for lubricating three cars at the same time.

The building sets back in the corner of the lot away from the street intersection, leaving a wide expanse of concrete driveways around each pump island and a wide-open approach to the three lubritorium bays. Storage tanks are buried under the flower garden directly at the left of the office. Fill pipes emerge at the edge of the curb which borders the garden. With this arrangement the tank truck can unload without obstructing the service drive.

Floodlights are supplied with reflectors which are shaped in such a way as to illuminate only the drives and building, without spreading into the adjoining property. Island lights increase the illumination.

The generous use of glass in the building shows off all the equipment and furnishings to advantage. Customers may sit in the glass-enclosed waiting room and watch their being lubricated. The newest type of lifts and greasing equipment give this station a display value that rates high as a sales producer.

The National Refining Co. station in Cleveland after modernization

The National Refining Co. station before the property was modernized

After The remodeled Johnson station, with same ground floor space, but a second story for merchandise storage, five large display windows, new pump island, and new exterior wall.

One-Stop Station Remodeled

Sales Opportunities Improved

Storage Facilities Increased

Better Displays Provided

By E. L. Barringer
N. P. N. STAFF WRITER

FREEPORT, Ill.

THE one-stop service station of the Johnson High Test Oil Co., in the business district of Freeport, Ill., was remodeled this spring, providing a large storage space for tires, batteries and accessories on the new second floor, rearranging the merchandise display and gasoline facilities, and adding an entirely new exterior and roof line appearance.

That moderization of a station has a direct bearing on sales is evident from the operations at the Johnson company outlet. April, 1935, was the first full calendar month for the remodeled station, and dollar sales for that month were more than double those of April, 1934. The number of lines and type of merchandise were the same for both months.

The station now carries the complete stock of tires, batteries and accessories for the Freeport division, so the station has a full line of such merchandise and distribution facilities to other retail outlets has been improved.

The original station was built in 1929. In addition to adding a second story, the remodeling involved removing the pump island canopy, changing the pump island, adding large merchandise display windows, and a new exterior and roof.

The service department at the rear of the building was not changed. This department has five service bays. The bay on the extreme left in the photograph carried with this article has a pit, then to the right are two bays each with a lift, and the two bays to the right are completely floored. The department offers car washing, lubrication and crankcase draining service, and has tire and battery facilities.

Changes in the ground floor plan of the station begin at the center of the building. In the "before" photograph there is shown a large paneled window visible between the two gasoline pump islands. This window was replaced by the doorway leading to the station office and merchandise display room.

Back of the pump island under the canopy, in the "before" photograph, are other paneled windows, and the doorway, to the office and the display room. This wall was changed completely, and replaced with four large display windows. The end of the building has been replaced by the station's fifth large display window, facing the street.

The interior of the section of the building, in front of the service department, now is a

The one-stop station of the Johnson High Test Oil Co. in Freeport, Ill., built in 1929 which now has been remodeled to provide additional office space and storage for tires and accessories. **Before**

long, rectangular room, entered at the center of the building. Along the entire length of this room, from the entrance door to the farthest display window, is a counter forming the floor for the display windows for accessories, tires and batteries. The merchandise stock manager has a desk in this room and the drives are visible to all salesmen in the building. There is a door from this room to the service department, and a stairs to the second floor stock room.

The gasoline department was changed also. Formerly the station had two islands. One under the canopy had four pumps, and the other with three pumps was along the sidewalk property line. Both islands were removed, and a single island, with four computer type pumps was installed, near the center of the spacious front drives, almost parallel to the street but on a slight angle to provide easy driving between the island and the building.

That part of the remodeled second floor over the service department contains tires, tubes and batteries. That part over the sales department is storage for accessories. Tires are piled, according to size and line, so that merchandise may be removed and inventory may be taken quickly. The accessories are stored on wooden shelves. The second floor provides about 1800 square feet of storage space.

WITH the station having all this storage space, the wholesale department on merchandise other than petroleum products has been concentrated in this outlet. This department formerly was at the company's main office and bulk plant in Freeport. The change is considered an aid in distribution to service stations, especially on holidays, week-ends, and during the evening, as the entire stock now is at a location open more hours than the bulk plant.

The station formerly was operated by four salesmen, including the station manager. Employment has been increased, as seven salesmen now are on duty, and at the current rate of increased sales the staff will have to be enlarged during the summer.

The station staff now has three department managers. One is in charge of the service department, responsible for having work done correctly and also for bringing work to the department. Another man is in charge of accounting for all retail sales in the station and also for the wholesale stock distributed from the other than petroleum products department. A third man is in charge of retail sales at the station, including the responsibility of getting on the street to solicit business. A fourth manager is to be added, for sales on the station's drives.

Remodeling has altered the appearance and color of the station. The service department was only one story high, with a flat roof, and there was a gable over the office with a smaller gable over the rest room at the corner. The main gable extended over the drive as a canopy. Exterior walls had a smooth brick foundation, 12 rows high, to the window ledges, and then tan colored stucco. The only visible roofing was the bright colored tiles on the office portion of the building.

Exterior walls now retain the rows of brick, but the upper portion is plastered in a soft cream color, and the tile roofing is bright green. The lettering above the doors and windows also is in bright green.

For night lighting there are two overhead floodlights at each end of the gasoline pump island, and additional floodlights on light poles at each end of the building along the curbs.

This Hancock Oil Co. station in Los Angeles is constructed entirely of steel, covered with a white enamel paint. It is decorated with orange, black, and chromium plated trims.

Limited Ground Space Results In Efficient Layout of Los Angeles Station

By Jack N. Westsmith
N. P. N. STAFF WRITER

WHEN Hancock Oil Co., a leading California independent refiner, invaded the fashionable Wilshire Boulevard district of Los Angeles it had a difficult problem to solve. Because of the high appraised value of the site at the intersection of Wilshire Boulevard and Wilton Place, the company had to economize in the space allotted to operating facilities, without sacrificing efficiency.

As a result of careful planning and spacing, ample room was provided for the service station building, housing two islands, as well as for a commodious lubrication building, with separate pump and tool room, and rest rooms.

The station has four wide approaches and three conveniently placed driveways to the gasoline islands.

The buildings are constructed entirely of steel, which is covered with a high gloss white enamel paint and orange, black, and chromium plated trims. The main building is 12 by 14 feet, with the canopy extending out over the driveway an additional 27 feet. Plate glass windows extend across both sides and front of the station building. Division bars and trims around these windows are all chromium plated.

Cabinets are built on a level with the bottom of the windows, giving ample display space on all three sides of the station. These plate glass display windows are 5½ feet high, with an additional 2½ feet of prism plate glass above. The station has three concrete driveways, with 4-inch concrete.

The lubrication equipment includes a lift and other facilities specially selected and designed to give maximum service with economy of space occupied. In addition to two air and water stubs located at accessible parts of the yard, underground air and water wells are located at each end of both islands.

These wells ensure quick and convenient service and, when not in use, are practically invisible. This point was considered particularly important in view of the company's desire to avoid the use of unsightly fixtures that would diminish the attractiveness of the station buildings.

On each side of the station canopy the company's name appears in 16-inch, black, cut-out letters, outlined at night with orange neon. Twelve-inch letters of the same type are across the front.

Unusual night illumination has been secured by a 1000-watt flood light, with three 500-watt lights, placed on 24-foot poles at boundaries of the station, supported by six powerful ceiling lights under the canopy. The station presents a striking effect, even when compared with others recently built on Wilshire Blvd., which is known as the White Way of Los Angeles.

2 New Ford Lube Points

Ford cars and trucks now being produced are equipped with two additional fittings for lubrication of the clutch release shaft. These are the regular ball end fittings and are located on each side of the transmission case near the clutch release shaft. The points require a chassis lubricant, and are found on all units produced after about March 10, 1935.

A station in Newark, Ohio, before it was taken over by the Ohio Oil Co.

Tile Veneer Remodeling Improves Station

IT COULD hardly be said that this Newark, Ohio, station offered any inducement to motorists before the remodeling took place. The building was constructed of brick which was a good basic foundation from which to work in the modernization plan. When the Ohio Oil Co. took over the property it immediately set to work on it.

The haphazard appearance of the old building was corrected by dividing it into three well defined units—office, lubritorium, and tire and battery room. The entire building was then covered with a small tile veneer. A decorative tower, topped by a light, was placed over the lubritorium.

The Ohio Oil color scheme is white and red, with white predominating. This station was equipped with the indirectly illuminated, raised letter, border that is being standardized on all of this company's stations.

In addition to these improvements, the pumps were relocated and placed on an island, and the entire driveway was resurfaced.

The same Newark station, after it had been completely modernized by the Ohio Oil Co. Small block tile was used to resurface the building

The Olympian, as the new Associated Oil station in San Francisco is termed, is situated on a lot 137 feet square. It is surrounded by business establishments and civic clubs, and offers an ample and convenient parking space

Unusual Advertising Method Makes New Station Quick Success

UNUSUAL merchandising methods were adopted by Associated Oil Co. in connection with the opening of its new service station at Post and Mason streets, San Francisco. This retail unit is one of the most modern and elaborate service stations in the west and is located in the center of the city's club, hotel, shopping, theater and office-building district.

It adjoins the Olympic Club and has been appropriately named "The Olympian." Official opening of the station, April 1, was attended by Mayor Angelo J. Rossi and his chief administrative officer, as well as by L. D. Jurs and B. I. Graves, vice-presidents of Associated.

Merchandising and sales solicitation support used in connection with the opening included personal calls by company representatives and various forms of direct mail literature, sent to carefully selected prospects.

For a month preceding the opening, a crew of men was stationed at the four corners of Post and Mason streets to obtain license numbers of automobiles passing the intersection frequently. These license numbers were then checked for name and address of car owner, followed by a careful analysis of the number of times each car passed the intersection, the home address of the car owner and, where possible, his business address.

The names of owners of cars that passed three times, or more, were placed on a separate list and special printed matter mailed to them, including announcements, invitations and folders. One folder carried the license number and the message, in red, "We Got Your Number," as well as an invitation to visit the station.

In addition, announcements and invitations were mailed to all members of clubs in the immediate neighborhood of the

Of octagonal design, the new Associated Oil Co. Station in San Francisco is built of steel and glass with stainless steel trimmings

station, including the Advertising Club, Elks Club, Olympic, Bohemian, Union League, University, Family, Western Women, and Women's City Club, as well as to occupants of nearby office buildings, hotels and business establishments.

The new station is of octagonal design, constructed of steel and glass with stainless steel trimmings. An elaborate dome of flash glass and chromium provides striking night illumination. The entire area of 137 by 137 feet has been paved to provide easily accessible parking area. Equipment includes seven gasoline pumps, with tire, battery and lubrication service facilities.

Success of the new station was immediate and far exceeded the records established at stations previously opened by the company. Patronage by motorists has continued to increase each week and, in the opinion of company executives, fully justified the expenditures connected with the publicity campaign, which included the mailing of more than 50,000 pieces of printed matter.

Consulting Lube Group Is Organized

The American Society of Lubrication Engineers, Cincinnati, an organization of comparatively recent origin, is announcing the formation and functions of its Lubrication Advisory Board as a co-operative extension of the ASLE consisting of members interested solely in ascertaining the right type of lubricants and right kind of application. It represents the interests of the users of lubricants rather than those of the seller.

Anyone interested in lubrication is free to call upon any of the local chapters of the LAB for free advice and is invited to attend meetings. If necessary the chapter will delegate a member to make a survey and recommendations.

Individuals with proper experience are invited to become advisory members and firms and corporations are invited to become supporting members.

Busiest Station in Town

NEW VALUES MODERN DESIGN

Exclusive Features of Operation

Dress up your station—prepare to give your customers the last word in service—install Romort Air Meters for accurate, automatic tire inflation. Illuminated dial is easily read, instantly set by one movement of the lever. Meter measures air from 5 to 115 lbs., and vibrator chuck gives a dependable signal that operator actually feels. No outside noises to detract the user's attention.

Name your price! The complete Romort line ranges from a simple $12.50 Hose End Meter to a magnificent Streamline Metered Tower—a meter to meet every demand. . . Mail the coupon for full data and ask about the amazing new Automatic Filling Faucet that keeps a full bucket of water on hand at all times.

ROMORT MFG. CO.
OAKFIELD, WISCONSIN
PIONEER MAKERS OF AIR CHUCKS AND AIR TOWERS

Romort Mfg. Co., Oakfield, Wis.
Without obligation, send illustrated Catalog 34D and new low prices of Romort Air Meters.

Name .....

Full Address .....

Display space is predominate in the new Bossman Pennzoil station. The large protruding plate glass bay provides an excellent display space for accessories

ACCESSORY SALES INCREASE 50% In New Station with Adequate Show Windows

LAST winter, when fire ruined the old-style service station of Ed Bossman, Cleveland Pennzoil dealer, he was faced with the necessity of going out of business or erecting a modern station. With the co-operation of his company, he chose the latter course.

Now standing on the former fire-swept site is a shiny, sales-appealing, porcelain enamel station. Officially opened early this spring, the presence of the improved building and modernized equipment has injected new life into sales volumes. Totals are already well up, and the trend has shown no indication of leveling off from its upward direction. It again proves the contention that the modernized station gets the business when coupled with good merchandising.

Estimates for last April (the station had been operated but for a month at that time) reveal that business totals averaged 32 per cent higher than during a similar previous period in the old unit. Accessory sales, aided by a clever display window, mounted 50 per cent, gasoline sales rose 40 per cent, motor oil 25 per cent and lubrication jobs 15 per cent.

After the fire this modern porcelain enamel station was built, with gratifying business results

An important bearing on the lubrication activity is the fact that much business had been brought to the old station by the presence of two washracks. These were not included in the remodeled station as emphasis was being placed on other services. Had they been, operator Bossman felt that the lubrication business would be higher than the present gain. But even so, racks or no racks, the neat-appearing and well-equipped lubrication department is doing a good business.

Great is the contrast in the appearance of "before and after" of the two stations. The former quarters were garage-like in structure, dull brick and some metal frame. There were two lube pits, two washrack bays, a small office lacking in any display space, a dismal battery room, antiquated heating system and inadequate lighting. Against the memory

This is the way Ed Bossman's Pennzoil station appeared before the fire

of this stands the now complete and inviting new enamel station.

One of the latest of this type of construction, the unit is especially novel because of the hexagonal, all-glass display bay window. This extends approximately 9 feet out from the front wall line. The outer surfaces are entirely of glass and no uprights separate the panes. Ample light for the office is provided, as well as complete display vision from all sides.

The station is predominantly white enamel. A rich green base panel foots the entire building, while two narrower yellow bands encircle the top. These hues, together with the red letters of the signature, are cheerful, noticeable and possessed with merchandising appeal.

Two-foot metal letters compose the name Pennzoil. They are set on the edge of a protruding cornice extending across the front of the building above the lubrication doors. Lights placed within (the letters are hollow and open in the back) silhouette the signature in effective fashion at night.

The overall dimensions of the unit approximate 48 feet in width and 38 feet in depth at the deepest part which is through the office into the bay window. Depth of the lubrication division is some 30 feet and the width 35. The service court extends 100 feet along the main highway and 150 feet on the side. Slag covered, it has easy curb approaches.

Appointments in the station are typical of a modernized unit

• • •

—two lifts, the latest grease g in attachments, battery charging hook-up, small work bench with adequate tools to care for minor repairs of carburetors, starters and other less difficulty regulated parts. The station has ample bulk oil containers, tire repair implements and a heating plant that will keep costs down as much as $30 a month and temperatures up when needed. There is a compact and complete battery room and two washrooms at the rear of the office.

MARKED attention was given the value of good illumination. The lighting of the new unit has been doubled. Now 3820 watts illumine the court as against a former 1920 watts. Flood lighting was stepped up from 1000 watts to 2000. Pump lights glow with 1200 watts rather than 600. There are 400 watts on the curb signs as against 200. The air towers lend 60 watts apiece and from the display window comes added brilliance from the 175 watts that make the accessories conspicuous and inviting.

Four pumps were added, making a total now of eight. Divided evenly upon two islands which flank either side of the station, they are situated in easy line of drive from the street. Two island stores display their wares attractively.

Simple but effective landscaping has done much for the general appearances of the already pleasing structure. Hedges line one side of the court, six tubbed fir trees of good size are placed at intervals about the building, and to the rear, destined to shade and cover the back of the station, are six young trees.

During construction, business was conducted, but on a handicapped scale. Damage wrought by the fire complicated the work and only gasoline could be sold. Even this was done moderately because of the muss that the installation of four new 1000-gallon tanks created. Consequently, upon reopening in full the station was doing so at little better than scratch. Trade moved in briskly, however, and during last April gallonage reached and passed the 13,000 mark.

Much good will has been created by operator Bessman in allowing his neighbors free parking in the 20-car area immediately behind the station.

Buys Arrow Refining Co.

TULSA, June 1.—The Arrow Refining Co. at Overton, Tex., has been sold to the Gilliland Refining Co. of Gladewater, Tex., Henry May, chairman of Arrow's board, has announced. The sale includes the refinery with 2000 barrels skimming and 1500 barrels daily cracking capacity, and the pipe line system in the Overton area.

Mr. May will remain in charge of the plant for the Gilliland interests.

When the Marathon station was modernized, gallonage practically doubled

Marathon Station Modernized in Keeping With Civic Improvement Program

By Allen S. James
N. P. N. STAFF WRITER

MOTORISTS for years used that old two-story frame filling station at Twenty-third St. and Lincoln Blvd. in Oklahoma City as an unofficial highway marker.

Located directly north of the state capitol, where U. S. Highways 62 and 270 merged with U. S. Highways 66 and 77, the experienced motorist leaving Oklahoma City had learned to "turn left" at that old landmark if he wanted to get on "66" or "77."

But that old marker is gone. Hereafter a new Marathon Oil Co. super-service station will be the landmark.

This newest of Marathon Oil Co.'s stations was opened early in May, almost at the same time the Oklahoma City street department reopened the widened and improved Lincoln Blvd.

For months this boulevard had been closed while workmen widened and repaved it, preparatory to making of it one of the city's show streets. Terminating as it does almost at the capitol's north entrance, civic pride called for a fitting approach to the building from the north.

And Marathon did its part in the beautification program. Tearing out the old station and its surrounding shabby buildings, construction was started early in the year on the new station. The accompanying photographs show in a contrasting manner what was accomplished.

While construction was under way the two pumps facing on Twenty-third St. were kept in operation. Despite the handicap of construction, approximately 6000 gallons of gasoline were sold monthly from those two pumps.

Since the station has been opened the gallonage has almost doubled that of the former station. Washing and lubrication facilities at the new station also have meant increased revenue from that service.

In the accompanying floor plan, it will be seen that space was provided in the washing department for two cars at a time. Latest equipment has been installed in both the washing and lubrication rooms, with both floor and side flood lights. Two 5 by 7 feet windows in the partition between the two departments provides ample light for the lubrication room except on cloudiest days.

Three display windows are provided in the office. In one of the windows is a small neon-

The Marathon station in Oklahoma City before modernization

A. W. WHEATON BRASS WORKS

Manufacturers of

FAUCETS

VALVES

OIL *and* GASOLINE SPECIALTIES

BRASS *or* BRONZE CASTINGS

FIRE DEPT. SUPPLIES

PLUMBING SUPPLIES

BRASS SPECIALTIES MADE ON ORDER

WHEATON STREAMLINE TYPE 33
TRUCK TANK FAUCET

NEWARK, N.J.

AN OPEN LETTER TO ALL OUR GOOD CUSTOMERS IN THE OIL INDUSTRY

Gentlemen:

We wish to announce that the cancellation of the NRA will have no effect on the A. W. Wheaton Brass Works' policy regarding labor conditions.

Prior to the NRA, the company's relations with its employees were always satisfactory (some of our men have passed their 25th year with the company.)

The shorter working hours and higher wage schedule will be maintained as we intend to continue those business practices which have proved sound and beneficial to our men.

Yours very truly

A. W. WHEATON BRASS WORKS

lighted "animated" Marathon runner.

Each island has three metered pumps and the driveways under the canopies were made sufficiently wide to accommodate two cars at a time. The company deeded to the city a portion of the lot on both Lincoln Blvd. and Twenty-third St., in order to assist in the widening and beautification program.

Space is provided at the rear of the station for parking 50 cars.

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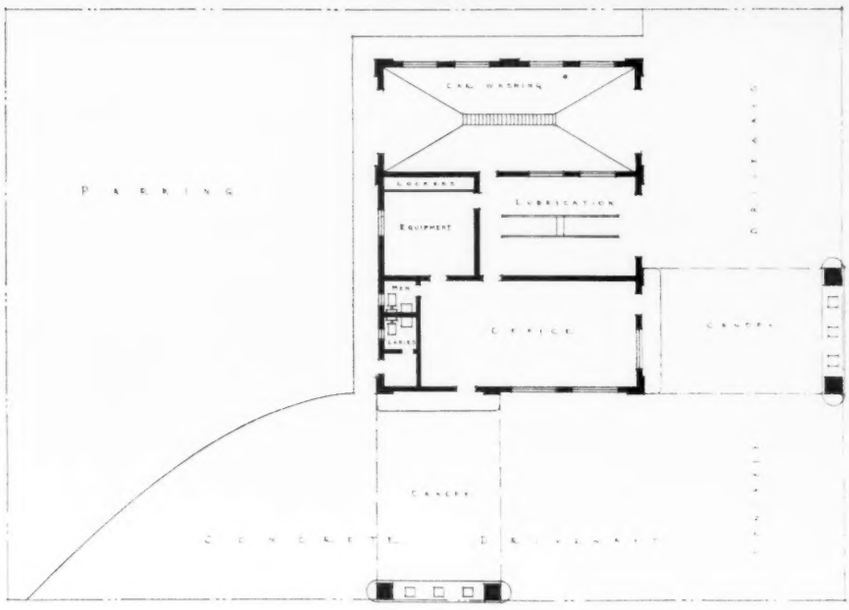


Floor plan of the new Marathon station in Oklahoma City

20 Years Of Drive-In Stations

THE Jenney Manufacturing Co. entered the commercial whirl of Boston in the year 1812 as an oil marketer—whale oil, to be specific. Always a conservative company, Jenney followed the march of oil. First whale oil, then burning fluid for lamps called camphene made with alcohol and other ingredients. Then with the discovery of petroleum they changed their alcohol distillery around to refine crude oil, and Jenney Kerosine was shipped in cases all over the world.

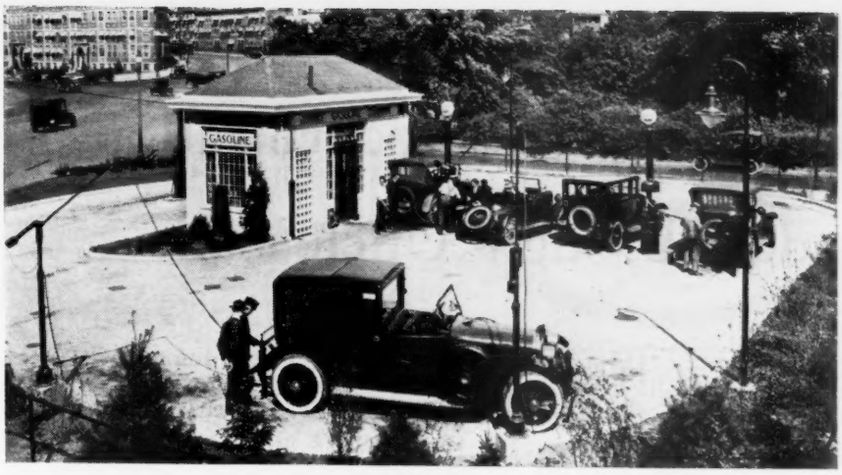
This foreign business gradually dried up with the advent of the tanker, and the company's territory became restricted to New England and the Maritime Provinces. Then came the automobile, and gasoline was shipped throughout New England in wood barrels, then drums, and then tank wagons and tank cars. In rapid succession came roadside pumps, drive-in stations, and one-stop service stations. Jenney experienced the entire progression, and grew with it.

Today Jenney operates over a hundred company-owned stations and serves several hundred dealers in the eastern New England states. The company has been able to maintain a steady volume by growing conservatively. Dealers are hand-picked and their territorial protection is strictly observed, with the result that the company has a waiting list of many who want Jenney dealer franchises.

Jenney claims to have built the first drive-in service station in New England, in 1914. A search into this famous old company's photograph files uncovered an interesting picture study of the progress of service station design through the past 20 years.

These files revealed three photographs of a station site—in Brookline, Mass., at three different stages in its 20-year growth. The original station on this property, was constructed and opened in 1915. The location of the station on the site, the approaches — yes, and even the pump islands bore a

This station of the Jenney Manufacturing Co., erected in 1915, was one of the first of the drive-in type to be built in New England. With the exception of the "33 cents" sign, it is in many respects similar to general layout of the 1935 service station



The same station a few years later. The pumps and service drives are now in the rear of the building, and air towers have become a service feature

striking resemblance to the station layout of 1935. Remove the proudly displayed "33 cents per gallon" sign and that picture might easily be one that is typical of some that are doing business today.

About three years later it became necessary to enlarge the driveways due to the fact that business increased so rapidly that the trade could not be handled in a single driveway.

Next came the development of the area in the rear of the building. More pumps were added and free air and water towers installed. The driveway in the rear was about twice the size of the original driveway.

Following this improvement came the addition of two wings to the building in order to increase the office space. This was necessary because of the additional merchandise required to carry on the increased business.

LATER on, three automobile pits were added, and then in 1930 the present building was constructed on what was formerly the rear of the inside driveway. During the entire construction of this new building the old station operated without loss of business. This station was the first in New England to be outlined with Neon tubing.

Cincinnati Club Plans Annual Picnic

CINCINNATI, O., May 31.—The annual picnic of the Cincinnati Oil Club will be held the afternoon and evening of June 13, at the Miami Boat Club, Miamiville, O. Festivities are scheduled to get under way at 1:30 in the afternoon, and the program committee promises such entertainment features as—a ball game, golf (African), bridge, poker, quoits, horseshoe pitching contest, German band, songsters, talented entertainers, swimming, boating, fishing, refreshments, and a big feed in the evening.

Reservations accompanied by a $5 check, are now being accepted by E. J. Bengert. The Cincinnati Oil Works Co., 535 Eggleston Ave., Cincinnati, Bengert is chairman of the picnic committee.

New Weights Supervisor

MINNEAPOLIS — A. K. Solberg, Clarkfield, Minn., has been appointed state supervisor of weights and measures, the Minnesota railroad and warehouse commission has announced. Mr. Solberg, a former lieutenant governor, succeeds Oscar Smith, supervisor for several years.

Still the same location, but with a new modern building as it appears today. Notice that the pumps have again been moved to the front of the building, just as they were in the original layout 20 years ago

Loans for Service Station Modernization Can Be Made Through Uncle Sam

LOANS for station modernization, among other purposes, up to $50,000 total, can be made through Uncle Sam's Federal Housing Administration, which was set up by a special act of Congress about a year ago to aid small business enterprises to rehabilitate themselves.

These loans can be used for both equipment and the remodeling of existing buildings and facilities, the total for both to be not over $50,000. The FHA act, which is not regarded as affected by the U. S. Supreme Court's NRA decision, was only recently amended to provide for the $50,000 maximum. The original act provided for loans only up to $2000.

Some 12,000 banks and other approved financial institutions over the country are prepared now to make these FHA loans, the federal government guaranteeing to such institutions up to 20 per cent of the total loans of this nature.

The Federal Housing Administration itself is organized in each state and has offices in the principal cities. It is only within recent months that business generally has come to realize the useful purpose of this type of loan and oil marketing equipment manufacturers in some cases are aiding the oil companies by giving detailed information as to terms and conditions under which such loans can be made.

In Washington, D. C., for example, one pump salesman is reported as having sold 21 pumps in one month through the aid of FHA loans and to have tentative orders for 30 more when loans are approved. Another equipment dealer there is understood to have sold $10,000 worth of station equipment under such loans in 60 days.

It is pointed out that the buyer of equipment under FHA loans can take advantage of any cash discount from the equipment seller, which would reduce the 5 per cent carrying charge on the loan.

Considerable publicity has been given the application of the plan to remodeling and new construction of homes, but the act also applies to business property for remodeling and for permanent equipment. In the case of service stations permanent includes drives, landscaping, rest rooms, lunch room facilities, plumbing and heating installations, as well as actual equipment.

Although the popular label of FHA has been attached to the remodeling program, the transaction actually is a character loan by a lending institution, co-operating with the housing administration, to the borrower at 5 per cent discount, payable in equal monthly installments over a period of years.

The federal housing administration's part in the program is to encourage remodeling, and to back up the lending financial institution by guaranteeing repayment of such loans. The housing administration is not a party to the transaction between the lending institution and the borrower.

Information from federal housing administration officials, oil equipment companies, and building trade journals, provides the following details of the plan.

Loans are made to owners of property or to those holding long term leases, extending at least six months beyond the time limits of the loan. In cases where a lease is being questioned the property owner may be interested through extension of the lease. Instructions to salesmen from one equipment company point out that landlords generally are agreeable as a longer lease is obtained.

The transaction is a character, not a mortgage, loan. The security is the ability of the business to produce an income, and the general credit record of the applicant. The note is signed by the owner of the business, and if an individual by the man and wife. In cases where requirements of state laws or other considerations are involved additional security may be necessary.

Money obtained from such a loan is to be used only for improvement of property.

Maximum time limit of the note, according to the federal housing administration, is five years. A building trade paper editor reports that some building and loan association loans may have a 12-year time limit. Financing of the loan is entirely at the discretion of the lending institution.

The annual gross income of the signer of the note, however, must be five times the annual payments. If a marketer should desire $900 to replace gasoline equipment (storage tanks,

Where FHA Loans Can Apply

The accompanying list is by no means inclusive but it covers some of the equipment which is considered to meet the requirements for FHA loans for station modernization. The loan can be used for installation as well as purchase of the equipment.

Lubrication lifts, gasoline pumps, underground tanks at stations, air compressors, loading racks for bulk plants, battery chargers, car washing equipment.

Heating equipment for stations, new lighting installations, drainage work, concrete driveways and curbing and general painting, repairing and decorating.

Many oil marketing equipment salesmen are now equipped with complete information as to the procedure for making FHA loans.

lines, fittings, and pumps) over three years his gross annual income would be a minimum of five times the $300 annual payments, or $1500.

The cost of the loan is 5 per cent deducted at the time the loan is made. Thus, on a $500 loan the 5 per cent, or $25 would be deducted, providing the marketer with $475 in cash, to be paid off in equal monthly installments in person or by mail to the lending institution. The note may be paid off before maturity with a rebate for prepayment. The note also may be paid off by larger monthly installments than required at any monthly installment date, but in exact multiples of the monthly installment.

On payments more than 15 days delinquent the lending institution may collect 5 cents per dollar additional, and chronic delinquency permits the lending institution to attempt collection in full.

Loans under the federal housing administration plan are made for remodeling service stations, including additions for further departments, such as a lubrication or car washing department, and for permanent equipment.

Permanent equipment is generally interpreted as meaning equipment attached to the property and remaining with the property. This interpretation covers such items as air compressors, lifts, gasoline storage tanks and lines, gasoline pumps, air standards, heating plants, floodlights and electrical fixtures, drives, landscaping.

The oil industry is notoriously full of twilight cases that do not fit nicely into any niche, and there will be some on remodeling loans, where equipment is not permanently attached to the property but necessary for operation of the business. One equipment company, in the instructions to salesmen, advises that some equipment can be made permanently to the source of power by soldering the connections or by running lead wires through conduits so that such equipment is made permanent to the property.

Housing administration officials, however, have been quite liberal in interpreting "perma-

ESSO STATION

NOT CONNECTED
With
Standard Oil Company
(Indiana)

Now motorists in the Middle West can obtain at Esso Stations in St. Louis:

ESSO—for Premium Motor Fuel
ESSOLENE—for Regular Motor Fuel
ESSOLUBE—for Motor Oil
ESSOLEUM—for Greases and Lubricants.

THE SIGN OF HAPPY MOTORING

For the past several years, motorists in the East and in the South have been familiar with "the ESSO sign". This big red, white and blue ESSO oval has marked the source of fine products and courteous service at more than 30,000 ESSO STATIONS and ESSO DEALERS from Maine to Louisiana.

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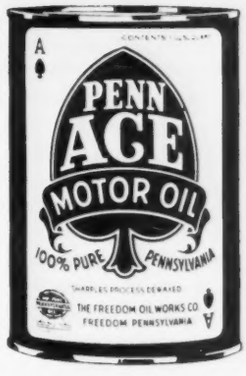
Please Note That the Standard Oil Company (Indiana) HAS NO CONNECTION WITH ESSO STATIONS or ESSO Inc.

MEET PRICE COMPETITION
WITH THIS QUALITY OIL

PENN ACE IS MADE FROM 100% PURE PENNSYLVANIA GRADE CRUDE OIL, REFINED IN ONE OF PENNSYLVANIA'S MOST MODERN REFINERIES

Penn Ace will give every bit as good performance as many lubricants selling at much higher prices. As a matter of fact, it is an oil of the same quality as some of the lubricants for which motorists pay a fancy price. Here is an oil that dealers have been wanting—a quality oil that can be sold at a price! Exclusive sales rights are offered to distributors who can qualify. Send in your application at once.



THE FREEDOM OIL WORKS CO.
124 Third St., Freedom, Pa.

Gentlemen: Please send me particulars about your exclusive territory proposition for the sale of Penn Ace Motor Oil.

NAME .....

ADDRESS .....

nent" equipment. In the case of loans for remodeling homes the act has been interpreted to include heating plants, stoves, and refrigerators.

The marketer desiring to negotiate a loan under the housing act actually conducts the lending details with the lending institution, but assistance and advice may be obtained through the Federal Housing Administration.

State and sub-state districts have been established in the FHA organization, and each district has a staff to promote and assist in making such loans. Part of this FHA service is assistance in remodeling plans. Architects were added to FHA staffs, when it was discovered that property owners were having difficulty in restyling buildings, and in some cases members of local clubs of architects have made their services available.

The marketer in approaching the lending institution is not required by the act to have sketches and ground plans, but obviously in making extensive changes in a building or property such details would be desirable. Such architectural assistance can be obtained through the FHA staff. Advice would be given free by the architectural staff, but there would be a charge for sketches and drawings.

Aside from housing administration officials encouraging remodeling of business property, and offering advisory services, the FHA has no further official connection with the borrower.

Transactions are between the property owner and lending institutions co-operating with the FHA, and a report shows that 13,366 such institutions throughout the country as of May 18 were co-operating on FHA loans.

The lending institution has full discretion in financing. After the loan is made the lending institution files the loan with the FHA, and is guaranteed that the loan will be repaid.

The FHA has a $200,000,000 fund with which to guarantee loans up to one billion dollars.

A report on the administration's entire activities as of May 18 showed that almost $70,000,000 had been placed on loans totalling $166,486,000, and that construction and remodeling totalling $401,000,000 was made possible.

The act of course does not cover dollar for dollar between the loan and actual work. Experience indicates that a borrower uses such a loan to help finance remodeling or new construction, and that on an average for every $1 loaned about $6 is spent on remodeling.

Provisions for loans for remodeling purposes, in which oil marketers would be interested, are in Title I of the Federal Housing Act. In this title the FHA has no restrictions as to design, construction or materials of the project. Title II of the act covers new residential buildings, under which definite standards of building are set up.

To Announce New Flash Point Test at A. S. T. M. Meet

COMPLETELY revised methods of test for flash point by means of the Tag closed tester and viscosity test by means of the Saybolt viscometer will be announced in the report of Committee D-2 on Petroleum Products and Lubricants at the 38th annual meeting of the American Society for Testing Materials in Detroit, June 24-28. This report is scheduled for the afternoon of June 26, and will be presented by T. A. Boyd, chairman.

There will also be submitted editorial changes in the standard method of test for cloud and pour points, and tentative revisions in the standard methods of test for distillation of crude petroleum, flash point by means of the Pensky-Martens closed tester, and saponification number will be proposed.

THE committee will recommend for adoption as standard of the existing tentative revisions in the standard methods of test for dilution of crankcase oils; distillation of gasoline and similar products; precipitation number of lubricating oils; and water and sediment in petroleum products by means of centrifuge.

Progress reports will be given of the various other projects which are uncompleted.

The committee report will be followed by a paper on "The Effect of Volatility on Oil Consumption" by L. L. Davis, Continental Oil Co., and R. D. Best, and another by M. O. Teetor, The Perfect Circle Co., on "Influence of Engine Design on Oil Consumption."

Other papers which will be of particular interest to oil men include "Relation of Specifications to the Engineering Profession" by C. F. Hirshfeld, chief of the research department, The Detroit Edison Co., the morning of June 25; the report of Committee A-1 on steel by H. H. Morgan, chairman, during which new tentative specifications for seamless low-carbon-steel still tubes for refinery service will be given; and "The Effect on the Elastic Properties of Heavy (3½ inch thick) Steel Plate by Cold Bending and by Subsequent Stress Relief," by C. H. Gibbons, Baldwin-Southwark Corp., both June 26, A.M.

On the morning of June 27, two papers on corrosion among others are notable — "Continuous-Flow Corrosion Tests of Steel Pipe," by H. S. Rawdon and L. J. Waldron, National Bureau of Standards, and "Corrosion Testing Methods," by H. E. Serle and F. L. La Que, The International Nickel Co.

At the same time Thursday evening, June 27, papers on the "Influence of Time on Creep of Steels," by A. E. White and C. L. Clark, University of Michigan, R. L. Wilson, The Timken Steel and Tube Co., and the report of Committee D-8 on Bituminous Waterproofing and Roofing Materials, by J. M. Weiss, chairman, will be given. The report of Committee D-4 on Road and Paving Materials, by M. H. Ulman, chairman, will be given the same evening.

Bradford Penn Refining Co. Installs New Solvent Extraction Plant

By Arch L. Foster
N. P. N. Staff Writer

IN ORDER to attain a preferred position in the lubricating oil market nowadays, even a branded oil must have special sales inducements, and a quality corresponding to the best available in that market. Consequently, the new branded oils marketed by Bradford Penn Refining Co. are made by processes employing the newest methods known to refining technology including selective solvent extraction.

This application of solvent extraction methods to improve the already acknowledged high quality of standard Pennsylvania oils is one of the three installations now operating on lubricating fractions from that crude. The Pennzoil Co. is operating a Chlorex unit at Oil City; Socony-Vacuum Oil Corp. operates a 1700-barrel unit at Olean, New York. Freedom Oil Works Co. is building one at Freedom which will be in operation later this summer. Several other refiners have units under serious consideration in this predominantly premium oil refining field, and it is expected that before the end of 1935 building of some of these units will have begun.

Normally, the Pennsylvania refiner is concerned only incidentally with improving the viscosity index of lubricants, since Pennsylvania oils have been the standard for this quality since the development of the viscosity-temperature index for rating motor oils. He is interested, however, in bettering the carbon residue characteristics, the stability factor, of his product. Service stability is the most important property in lubricating oils.

Considerable controversy has existed regarding the relative stability of oils refined by conventional and by the new solvent treating methods, especially in the oxidation resistance shown in actual road performance of oils. General opinion is that, so far as fairly exact test methods are indicative, the careful, intelligent use of solvent treatment is a decided advantage in producing premium quality oils from any given source, in comparison with oils made by conventional methods, from that same source,

The Pennsylvania refiner also is interested in a better viscosity and percentage balance between neutral and bright stock. Several methods may be applicable, from a technical point of view, to this problem. Standard specifications may be changed, to permit a greater yield of neutral to balance the two products in viscosity. Cylinder stocks or residuals may be mildly cracked to lower viscosities, and lower yields at the same time, the latter an undesirable situation. Or solvents, selective or non-selective as technical developments may prove practicable, may be used to reach or approach a viscosity balance, also with some loss in yields. The last two methods are being used more or less, still in a somewhat experimental stage, to determine what method or combination of methods are the most advantageous to the refiner.

The Bradford Penn unit is a four-stage, continuous countercurrent Chlorex plant, reported to be the first completely continuous and self-contained unit yet placed in operation. It handles 350 to 400 barrels of steam-refined cylinder stock, 500 to 600 barrels of neutral stock per day.

Recovery of solvent from both raffinate and extract is accomplished in two bubble towers, shown in the accompanying illustrations. Carbon residue of the cylinder stock has been reduced from 1.5 to 1.6 per cent, as under conventional methods, to 1 per cent or less for the solvent treated raffinate. Neutrals show a carbon residue of 0.01 to 0.02 per cent, as compared to 0.05 to 0.07 per cent as produced by conventional refining methods.

In operating this plant, the charge of neutral distillate or

Fig. 1 Battery of settlers, orifice mixers and pumps of Bradford Penn Refining Co.'s new chlorex unit, recently placed in operation. At the left middle ground is the bubble tower for recovering solvent from the raffinate

of residual cylinder stock, dewaxed, is preheated or cooled, as necessary, to the predetermined temperature for efficient extraction. From this heater it passes, at temperatures of 75° to 125°F., to the first orifice-plate mixer, where it is dispersed in thrice-used solvent in the proportion of approximately 0.9 to 1, to 1.1 to 1, depending on the stock being treated, and the results desired. Fig. 2 is a simplified chart showing the main steps in the whole operation.

From the first mixer the solution passes to the first settler at the bottom of the settler bank, and the partially extracted oil is in turn taken from the top of this settler to be mixed with twice-used solvent from the second settler above. In turn, this oil is extracted with once-used solvent, and in the last stage is finally thoroughly extracted with fresh solvent, which, of course, contains no extract.

The raffinate solution now contains about 15 per cent of solvent, while the extract has about 85 per cent. Both solutions pass to the heat exchangers and there receive enough heat to permit recovery of solvent, with the aid of additional open steam in the two towers, operating at 26-28 inches of mercury, absolute.

The solvent-free raffinate after exchange of heat with incoming solutions, passes to conventional percolation filter units for completion of the refining cycle. Solvent vapors leaving each tower give up their heat by exchange, respectively, with incoming raffinate and extract solutions. The vapors are then recovered in a common condenser, and the solvent sent to recycle or storage.

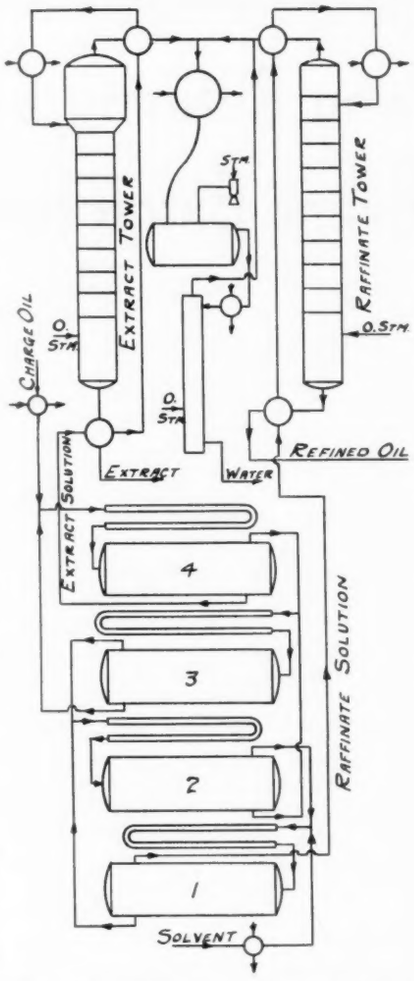


Fig. 2 simplified flowchart of the Bradford Penn solvent extraction unit

The illustrations shown herewith give a clear picture of the various parts of the unit. The vertical U-tubes shown in Fig. 1 are the orifice mixers, one for each stage. The two towers in Figs. 1 and 3 are the raffinate and extract solvent recovery towers respectively. These are about 30 feet high by 36 inches diameter, the extract tower, because of the large proportion of solvent to be vaporized, being expanded to about 48 inches diameter some three feet from the top.

Open steam is admitted near the base of each tower, to aid the final stripping, supplying the heat needed in addition to that obtained in heat exchange referred to above. The incoming charge to the towers is in exchange with hot oil from a belt system, the heating taking place in the upshot furnace shown in Fig. 3.

Ten steam-driven pumps are used to handle the unit. Control is entirely by automatic instruments. Incoming charge and solvent are governed by flow controls. Interfacial liquid level controllers are used on settling drums. Hot oil in the heating belt is under both flow and temperature control. The entire control-recording equipment, except for motor valves, and liquid level controllers on the settlers, is shown in Fig. 4.

All control instrument lines are shielded in flexible conduit, which are carried overhead parallel, as shown in Fig. 4, from the rear of the instrument board to the controls at the various points in the system.

To simplify identification of the numerous pipes in the unit, a system of colors was adopted. Thus the different fluids may be identified from the following:

Live steam	white
Exhaust steam	orange
Oil	green
Heated oil (charge)	black
Water	blue
Extract	red
Air lines	gray
Chlorex	cream

Because of the treatment of different stocks, all oil lines and containers are equipped with air-lines, by which the lines may be blown out when changing from one stock to another. This reduces the amount of mixed oil or slop to negligible

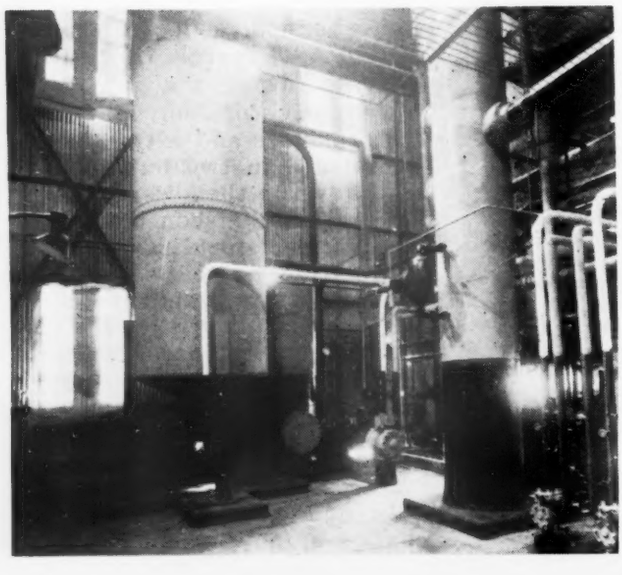


Fig. 3 Charge preheater (left) and extract solvent recovery tower of the chlorex unit

Have one—

If you are losing money by selling ordinary gasoline or other products at distress prices (or not selling them at all) you are paying the price of a Dubbs-cracking unit without having one

You ought to have a Dubbs-cracking unit

You *can* have one

Put the chemical cop to work in your plant He keeps the gum all out of cracked gasoline—the anti-knock value all in He cuts down treating costs He saves you money

Universal Oil Products Co
Chicago Illinois

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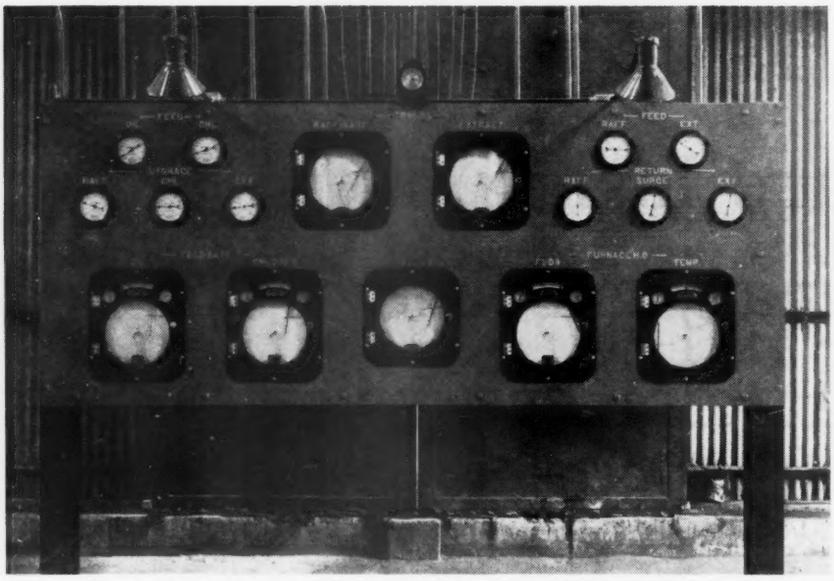


Fig. 4 Complete and exact control and recording instrument equipment makes the operation of the Bradford Penn unit simple and accurate

proportions, and lowers operating costs appreciably.

In view of the present surplus of bright stock obtainable from the crude, the reduction of viscosity of the latter by solvent treating reduces the total percentage of bright stock made. Similarly, the yield of neutrals is increased; the average viscosity of the bright stock may either be reduced, permitting the blending of a greater proportion of the latter with the neutral, or the viscosity separation point between neutral and cylinder stock may be changed in primary distillation, producing more neutral of the same flash point and viscosity. By either method neutral and bright stock production are brought more nearly in balance, to the distinct advantage of the refiner.

The extract loss varies from about 7 to 10 per cent, depending on the stock, and the exact specifications of the product desired. Solvent loss is reduced to a few hundredths of one per cent, in this very tight continuous system. Viscosity reduction may be varied within considerable limits at the operator's will. For instance, a 150 @ 210 viscosity cylinder or bright stock will show 138-140 viscosity after treatment. Viscosity indices are raised to about 120 with normal treatment in this unit.

Indiana sludge test results on motor oils are reported to be raised from 50-55 hours, with conventionally refined oils, to more than 200 hours with solvent treated oils. Practically all the production of this unit, for the present at least, is used in canned house-brand oil, bearing the "Bradford Penn" name, which is the company's brand name. None is sold in bulk for blending by the purchaser.

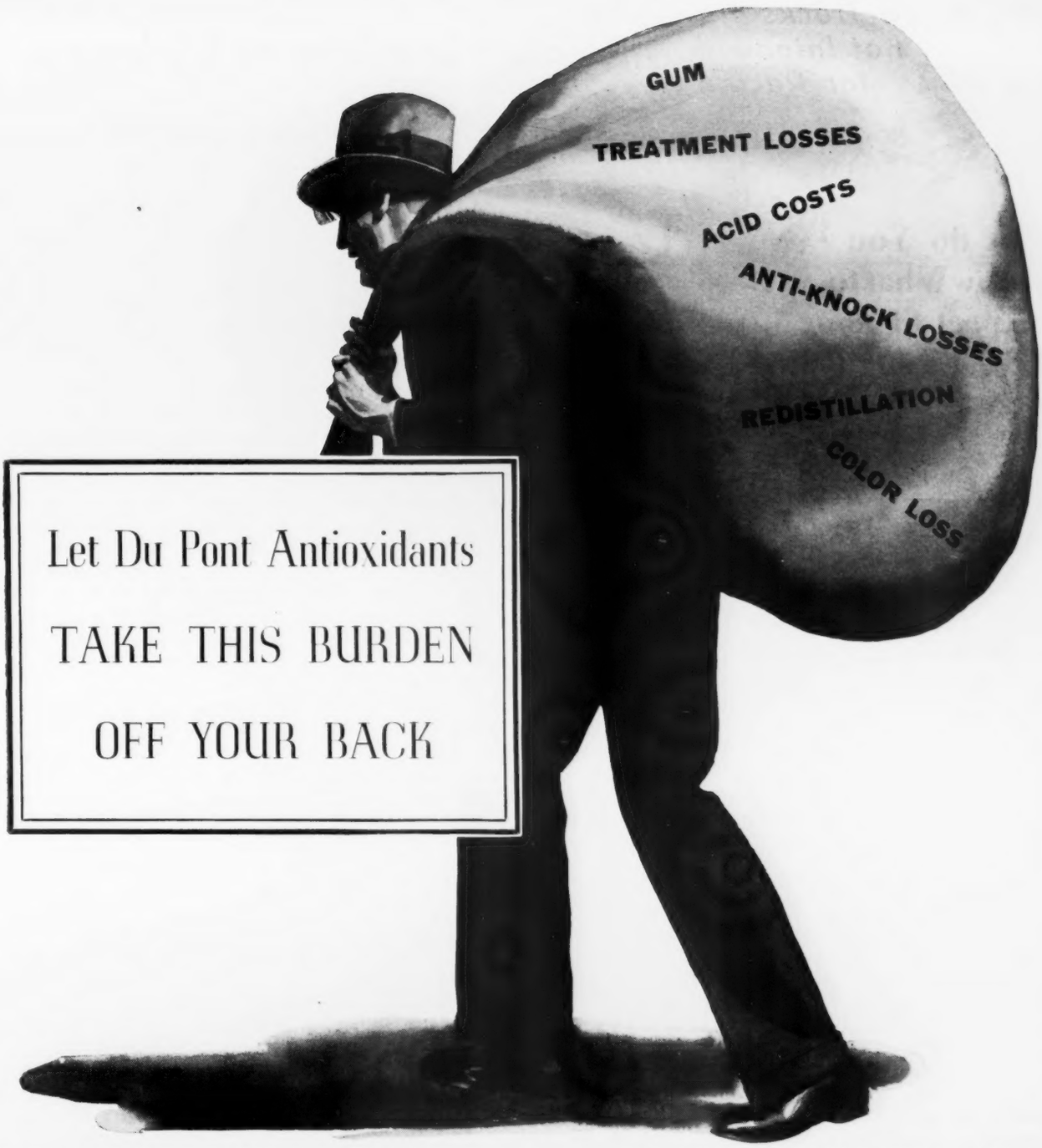
Development of markets for such specially refined oils may do much to clarify the situation for the Pennsylvania refiner. With refinery production and costs geared to a premium oil basis, producing oils demanding and bringing a premium price, it appears to be essential that these refiners continue to maintain a lead in quality, in order to insure a healthy condition of the premium lubricating oil market.

Of major interest also are the results which may be attained in restoring a more exact balance between neutral and bright stock production. The work of these pioneers in solvent treating in the Pennsylvania field should indicate within a relatively short time, the efficacy of solvent methods in aiding the refiners to restore this balance, and at the same time to retain leadership in the premium lubricant field.

Taxman Buys Kansas Plant

TULSA, June 1.—The Taxman Refining Co. is reported to have bought the former Superior Refining Co. plant at Chase, Kan. and will operate it on western Kansas crude. Some wells in that area had been shut in because of no pipeline facilities. The Taxman interests are planning to truck the crude from the field to the refinery.

Fig. 5 Battery of pumps for the chlorex unit. Note the use of regulators operating on a bypass principle



AWAY with refining troubles! Antioxidants made by du Pont are the new, sensational step toward positive gasoline stabilization. They make it possible to stabilize high quality gasoline much cheaper than by the usual acid treatment and redistillation methods. And the anti-knock properties of the product are well preserved.

Du Pont Antioxidants prevent the formation of gum. Assure the highest possible yields of gasoline because acid treatment losses are minimized. Protect equipment from the ravages of sulfuric acid. Maintain color stability. And Du Pont Antioxidants are not expensive to use. The material cost of stabilization runs from ½¢ to 2½¢ per barrel. It is easy to see what this means. A better product at a lower cost.

Du Pont Antioxidants will put you one big jump ahead of your competitors. Consult one of our trained men for expert advice. Contact the Organic Chemicals Department, E. I. du Pont de Nemours & Co., Wilmington, Delaware.

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But do You Know What to Expect of Your Fire Extinguishers?

HERE IS AN EXTINGUISHER THAT PUTS OUT THREE DIFFERENT KINDS OF OIL FIRES—NOT JUST ONE

HAVE you ever tested out your fire extinguishers? Do you know that they will put out the kind of fires that occur at a bulk plant or a refinery? ...or do you just hope they will?

The experience of many oil companies has proved that LUX extinguishers combine the effectiveness of three ordinary extinguishers in one. LUX extinguishers put out fires in oil and gasoline spills on the ground. They extinguish fires in oil running from a leaking pipe line or overflowing tank truck. And they smother fires in electric motors safely. No other type of extinguisher is effective against all three of these fires.

Any one of these fires may occur at your plant, but not any extinguisher will put them out. Why not investigate LUX which protects against all of them. Write to Walter Kidde & Company, Inc., 66 West St., Bloomfield, N. J.

LUX

Triple Fire Protection for Refineries—Bulk Plants—Trucks

Cracking Development Conference Holds Three Day Session

THE seventh regular meeting of the Cracking Development Conference occupied a three-day session, ending May 2, at New York. The program included an inspection trip to the Bayway refinery.

The conference is participated in by the Standard Oil Co. of Indiana group, The Texas Co. group, The Standard Oil of New Jersey group, Gasoline Products Co. Inc., and The M. W. Kellogg Co. group. W. F. Moore, vice-president and general manager of Gasoline Products Co., who is general chairman of the conference, presided at the sessions.

The co-ordination of research and development by reviewing technical developments and considering methods of processing and equipment available is one of the principal purposes of the conference.

Various phases of the cracking operation were discussed such as the Holmes-Manley liquid level and circulation operations, continuous pressure stills, double vs. single soaking drum operations on gas oil, two-stage gas oil cracking, continuous coking operations, combination cracking, production of casinghead equipment, segregation of charge stocks, improvement of fractionation in evaporators, viscosity breaking experiments; naphtha reforming operations, and a comparison of the economics of naphtha reforming with the use of tetra-ethyl lead.

Equipment, design and operation also embraced many subjects, among which were pressure drops in cracking furnaces, design of heater tubing, insulation, centrifugal pumps, instruments and controllers, heat balances, welding technique, methods of cooling coke drums, correlation of corrosion data, pressure vessel linings, and heat exchangers.

Attendance at the conference included the following: Gasoline Products Co. Inc., William F. Moore, general chairman, Walter G. Whitman.

The M. W. Kellogg Co., N. R. Adams, A. L. Baker, George Creelman, Howard Dimmig, M. B. Hopkins, Frank Johnson, P. C. Keith, Jr., M. W. Kellogg, W. E. Lobo, C. W. Nofsinger, D. B. Rossheim, L. C. Rubin, Paul F. Swanson, J. T. Ward, D. W. Wilson.

Standard Oil Development Co., L. S. Bonnell, H. G. M. Fischer, Paul E. Kuhl, E. W. Luster, G. M. Maverick, F. L. Newcomb. Standard Oil Co. of New Jersey, H. G. Burks, Jr., J. R. Carringer, C. P. Haller, E. C. Hermann, A. P. Hewlett, C. A. Hillman, B. F. Kenny, M. R. Meacham, H. J. Nichols, Jr., A. C. Patterson, R. S. Piromov, H. R. Poland, O. R. Runge, R. M. Shepardson, D. I. Watkins, B. J. Weidman.

Standard Oil Co. (New Jersey), M. H. Clapp, H. Sydnor; Standard Oil Co. of Louisiana, F. H. Edson, E. F. English; Humble Oil & Refining Co., C. F. Kelly, M. W. Mayer; Imperial Oil Ltd., R. H. Smith, J. R. White; Lago Oil & Transport Co., C. R. Green; Standard Oil Co. (Indiana), B. K. Brown, A. H. Hayes, W. B. Plummer, J. K. Roberts, F. W. Sullivan, Jr., G. W. Watts; Pan American Refining Corp., R. H. Price, R. E. Wilson.

Standard Vacuum Oil Co., E. N. Leibacher, J. D. Murch; Colonial Beacon Oil Co., Frank Powers; The Texas Co., D. W. Carswell, R. J. Dearborn, L. V. Dorsch, H. A. Grebe, Frank W. Hall, H. G. Hall, W. E. Kuhn, C. E. Lauer, D. C. Lawrence, K. G. Mackenzie, T. A. Mangelsdorf, L. P. Scoville, R. F. Trow, C. W. Watson; Process Management Co., George Armistead, Jr. H. V. Atwell, W. T. Donaldson, P. O. Dunham, E. D. Phinney.

Gas Tax to Aid Aviation

LINCOLN, Neb.—Exemption of aviation gasoline from the state gasoline tax was defeated in the Nebraska legislature, but 80 per cent of the tax collected on aviation gasoline will be used for aviation purposes.

Stratford to License Two Treating Processes

SAN FRANCISCO, May 24.—Combination of the Halloran low temperature treating process, and the Stratford contactor-centrifuge process is announced by Standard Oil Co. of California in a recent statement. The Stratford Development Corp., of Kansas City, Mo., is appointed exclusive licensing agent for the low temperature process throughout the world.

The Halloran process has been developed by the Standard for using refrigeration in acid-treating light distillates, especially cracked distillate, and units have been operating for several years in various refineries of that company in California.

The Stratford process applies the principle of centrifugal separation of sludge from distillate in acid treating, and a large unit has been operating for several years at Continental Oil Co.'s Baltimore refinery. The combination of these two processes is to be made available to licensees under a single over-all license by Stratford.

The contactor-centrifuge process was first discussed in a paper published in NATIONAL PETROLEUM NEWS March 12, 1930, page 32-F. The low-temperature process was discussed in a paper by R. A. Halloran before the World Petroleum Congress in London, May, 1933.

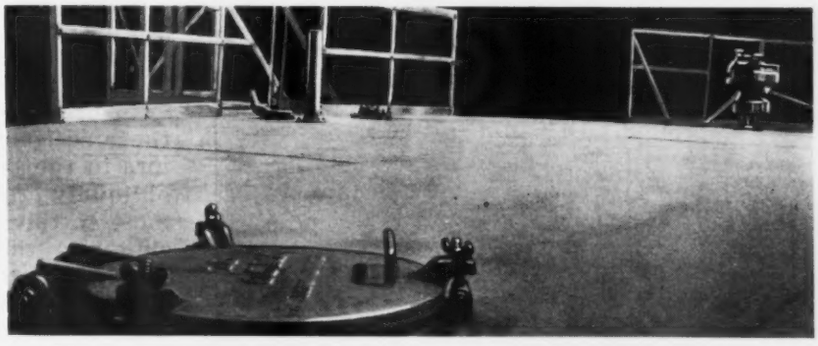
A. P. I. Not to Sponsor Petroleum Congress

NEW YORK, June 1.—The American Petroleum Institute has informed the Institution of Petroleum Technologists, London, that it cannot accept its invitation to sponsor a world petroleum congress in the United States in 1936, according to an announcement today by Axtell J. Byles, president of the Institute.

Dr. R. P. Anderson of the Institute staff represented the association at the first world petroleum congress held in London in 1934.

BUT . . . YOU CAN SLEEP PEACEFULLY WHEN YOUR TANKS ARE **OCECO** EQUIPPED

No tank equipped to OCECO specifications has ever been lost by fire.



THE OIL CONSERVATION ENGINEERING CO.
877 Addison Road **Cleveland, Ohio**

Modern Condensing Principles Reduce Costs And Space Requirements

By B. T. duPont*

IN ORDER that the reader may be spared as much unnecessary detail as possible, this presentation of information regarding the development of improved condensing and cooling equipment for the modern refinery is limited to a discussion of facts which are readily evident upon study of the accompanying photographs and illustrations.

For a long time various adaptations of ordinary pipe submerged in steel boxes have been the conventional means of condensing and cooling fluids in petroleum refineries. During the past few years however, in the process industries especially, a great many "old standards" have given way to new, through the development of superior equipment. In this respect the handling of condensing and cooling requirements has been no exception—an outstanding contribution having been made through the production of sectional condensing and cooling equipment.

The photograph of the atmospheric distillation unit (Fig. 1) shows what is apparently "just another" condenser. Closer inspection, however, discloses that the lead-in connections from the vapor inlet header indicate that only about three-fifths of the space in the box is occupied. Such is actually the case—the reason being that an assembly of cast iron condensing sections similar to that shown in Fig. 2 was installed in a box which had been fabricated to provide sufficient room for a pipe coil condenser. Here, therefore, is definite proof of the compactness of sectional condensers of this type.

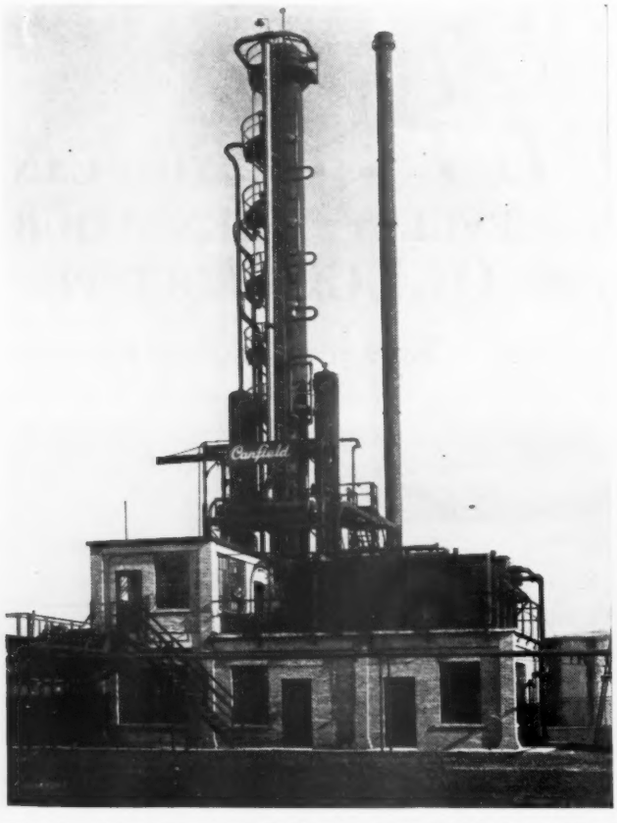


Fig. 1—Condenser installation in Canfield Oil Co. refinery, showing reduction of condenser box space made possible by the use of modern ribbed-wall condenser sections

In most types of condensing equipment, compactness can be secured only through a sacrifice of accessibility for cleaning, repairs, etc. The reader, familiar with condensers and coolers in general, will quickly discern the unusually ready accessibility to all parts of the unit (illustrated in Fig. 2) which, as pointed out above, is almost twice as compact (from an occupancy of space standpoint) as other equipment.

Principle of Condensing Efficiency

The compactness of these condenser or cooler sections is partly due to the shapes of the sections and the fact that they are, with the exception of very simple spacing blocks used with the large cooling sections, entirely self supporting. The reduction in space required is also, however, largely due to the unusually high efficiency of the sections which, of course, results in need for proportionately less surface.

The efficiency in heat transmission from these sections is accomplished through the design of the interiors. The reproduction of a line drawing (Fig. 3) illustrates the construction of one of the types of sections—the same principles are incorporated, however, in all types. The small oval shaped cross section shows clearly that the section has extended surface or ribs on the inside which, as indicated in the plan view by the dotted lines, run longitudinally throughout the section. These internal ribs increase the heat absorbing power of the section so that it is equal to its heat dissipating power.

In order to further improve the efficiency of these sections, swirler fins are cast in the interiors in the positions indicated by the six sets of obliquely crossed lines. These fins, extending almost to the center of the tube, one on the topside and the other on the bottom, impart a swirling motion to the fluids passing through the section. This turbulence reduces the film thickness of the fluid on the surface of the section and, consequently, effectively increases the condensing or cooling capacity.

Rates of heat transfer are dependent upon so

*National Radiator Corp.

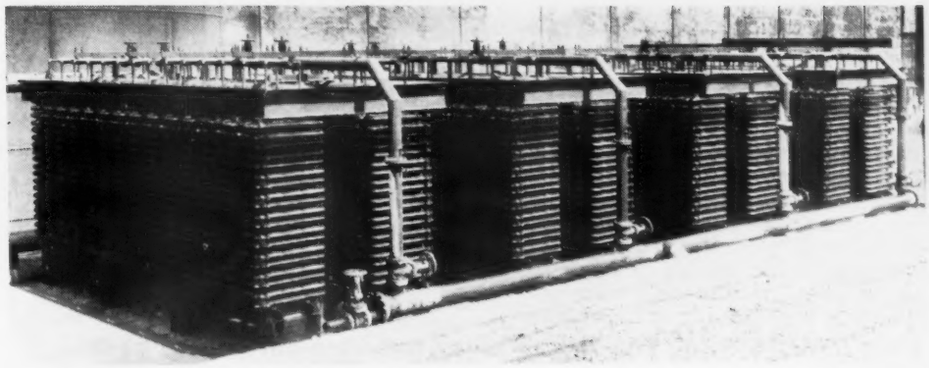


Fig. 4—Typical installation of spray-cooled sections, similar to those which are installed in refinery spray towers for cooling condenser water

many factors that specific figures are meaningless; however, it can be safely said that as a result of the design of the interiors of these sections the overall coefficients of heat transmission are increased from 20 to 100 per cent and under some conditions even further.

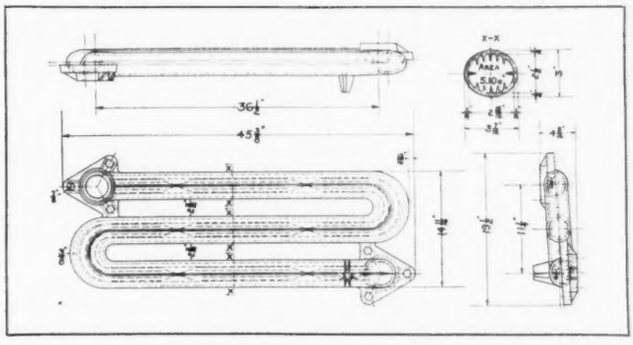


Fig. 3—Line drawing showing principles of design of this type of condenser

Durability

These sections are obtainable in any material which can be successfully cast; for the corrosive conditions encountered in the majority of refineries, however, cast iron is by far the most economical metal for condensing and cooling purposes. In the design of sectional condensers consideration was given to the effect of erosion in the handling of large volumes of fluids at sometimes rather high velocities. As a result all parts of these sections which are subjected to the most severe erosion are 50 per cent thicker than the remainder of the walls. As a result of this built-in durability, installations have in many instances given double the service of other cast iron condensers.

In order to provide equipment suitable for all types of service these sections are made available in standard thicknesses of $\frac{1}{4}$,-$\frac{3}{8}$,-$\frac{1}{2}$-inch. This permits the selection of the most economical weight to suit specific conditions.

A specially designed graphite-impregnated asbestos gasket affords means of connecting the sections in such a way that "joint trouble" has never been experienced in the large number of installations to date.

Sprayed Coolers and Condensers

Within the last several years the sprayed type of condenser and cooler has enjoyed considerable popularity. The cooling unit shown in Fig. 4 is a very successful installation in which water is applied to the sections by means of spray nozzles. Needless to say, these sections are equally well adapted to service "under" cooling towers where the water, sprayed or dripped onto the condenser, is picked up again at the bottom of the tower, pumped to the top and forced to give up its heat by passing down through the cooling tower before it again reaches the sections.

Summary

As stated at the outset, it was not the purpose of this article to present a mass of detailed facts and technical data, but rather to set forth as briefly as possible that information necessary to explain the accompanying illustrations.

It is hoped, therefore, that as a result of this illustrated description, or better perhaps, these described illustrations, the major advantages of sectional condensers have been made clear. Efficiency, durability, compactness with accessibility, and adaptability to either submerged or sprayed service, each is a feature of utmost importance in connection with condensing and cooling equipment. Naturally, therefore, the ability to secure all in one product is of great benefit to the modern refiner.

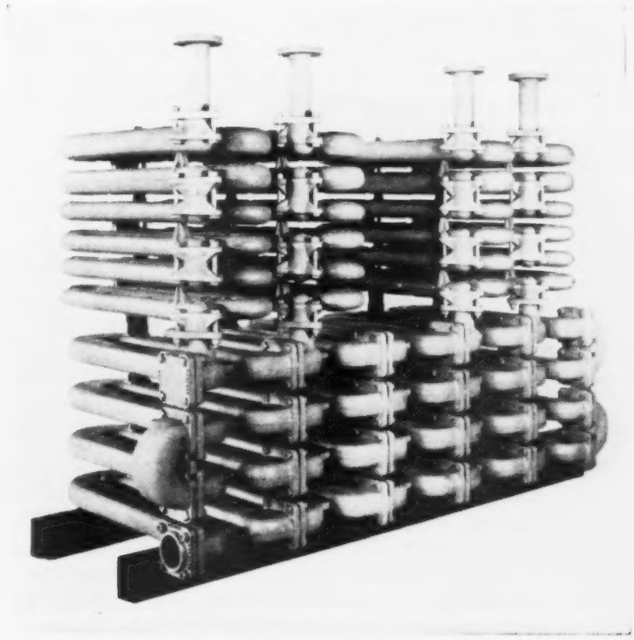


Fig. 2—Illustrating an assembly of sections for a condenser. Graphite-impregnated gaskets are used to avoid trouble at joints in these assemblies

Termination of Code Clouds Future Of Wisconsin Price Regulation

By E. L. Barringer
N. P. N. Staff Writer

GREEN BAY, Wis., May 29 FUTURE of the Wisconsin gasoline price control order is clouded by termination of the federal code—as the marketing sections of the code were made a part of the order—and by the lack of court action in the Coryell case to determine whether the order can be enforced.

Some form of continuing government control in Wisconsin seems likely at this time, through extension of the present order, writing a new order, or possibly establishment of an oil marketing control board. If control is continued, unfair trade practices will be defined and price regulation may not be a factor.

The future of state control must be determined within the coming month. The present order, published Feb. 12, expires June 30.

Outcome of government control in Wisconsin depends partly on the jobber, R. M. Orchard, attorney for the markets department, told the Wisconsin Petroleum Association meeting here May 28. The order was issued because jobbers came to the department for relief, he said.

New conditions require new solutions, he continued, and more government regulation. Government has tended away from its early function of protecting life to protecting property.

The Supreme Court decision affecting codes need not be considered the end of the state's order, he told jobbers, as the code was only indirectly involved in the order.

Definition of unfair trade practices is necessary in any future order since the code was wiped out, Mr. Orchard said. The question of price, however, is dangerous as courts have been loath to have prices set by government bodies, he said.

A control board for the industry has been suggested, he told jobbers. Such a board would be financed by the industry and would render decisions that could be appealed to regular courts.

Mr. Orchard expressed concern over ability of the industry to govern itself since some companies even with the order felt they could do as they pleased. He condemned companies bringing profits from other states into Wisconsin "ruining our citizens."

He criticized L. L. Coryell's affidavit submitted during the three-judge trial in federal court in April for an injunction against the department's order, in which Mr. Coryell related how he had loaned money to refiners to buy crude oil and that this was one of the reasons he could buy gasoline below the tank car market.

"Imagine the head of a company signing his name to such an affidavit, and coming into a court of equity asking for relief," said Mr. Orchard.

"It is preposterous. If Standard Oil had done it they would haul them into court for violating the anti-trust laws."

The first specific move towards any future control was taken by jobbers at the meeting, by adoption of a resolution requesting a margin of at least 2.25 cents in any future order.

The Wisconsin meeting opened with adoption of a resolution on the death of Thomas A. Clark, Manitowoc jobber and an association past president.

Elmer Pedley, association president, expressed the hope that some of the basic principles of the code would be preserved during the period of uncertainty about the future.

Roy L. Brecke, secretary, reviewed legislation and gave his annual report. During the luncheon Frank B. Keefe, Oshkosh attorney, reviewed the Oshkosh Shipping Association case.

In the afternoon Robert K. Henry, state treasurer, Mr. Orchard, and Milton T. Murray, Milwaukee assemblyman, addressed the meeting.

The Brown County Petroleum Club was host to the visiting oil men in the evening at a chicken dinner and entertaiment.

Joins S. O. California

WASHINGTON — LeRoy H. Hines, assistant legal adviser in the United States Department of the Interior, Washington, D. C., has resigned to accept a position with the Standard Oil Co. of California, at San Francisco, June 15.

Wisconsin Officials Hold Over 60 Days

GREEN BAY, May 31.—The Wisconsin Petroleum Association declined to change officers during present unsettled conditions and at the annual meeting in Green Bay May 28 voted to retain all officers until another meeting can be held in 60 days.

The end of the code a day before the meeting, and drastic legislative bills affecting the industry, influenced members to postpone election of officers and directors.

Elmer Pedley, president for two years, announced that business affairs would not permit his standing for re-election. Mr. Pedley, however, consented to serve for an additional two months and the following officials were unanimously returned to office:

Elmer Pedley, Kenosha, president; J. P. Deegan, sales representative, Superior, vice-president; Dale Andrews, Andrews Oil Co., Kaukauna, secretary-treasurer; and Roy L. Brecke, Milwaukee, executive secretary.

Directors, in addition to the three officers are M. H. Tiege, Wisconsin Petroleum Co., Stoughton; R. E. Andrew, Mid-State Petroleum Co., Portage; H. A. Rohde, Wisconsin Mineral Spirits Co., Milwaukee; and Mike Filz, Erie Oil Co., Sheboygan.

Association directors were instructed to select date and city for next meeting.

Text of Marketing Code Approved By Trade Commission in 1929

HEREWITH is published the complete text of the oil marketing code which was sponsored by the American Petroleum Institute, as approved by the Federal Trade Commission in 1929, together with interpretations of the various rules which were made by the institute code committees.

Interest in this first general oil marketing code has revived with the passing of the NRA code through the recent decision of the U. S. Supreme Court. In an unofficial opinion, the Federal Trade Commission considers this first code still in effect, pointing out that the first group of rules define practices, the carrying on of which constitute violations of the federal anti-trust laws.

An article on p. 134 of this issue tells the history of the drafting of this code sponsored by the institute.

Group 1

RULE 1

The practice of loaning or leasing gasoline pumps, tanks, and other equipment is unsound and uneconomic, and should be discontinued at the earlieset possible moment, consistent with existing conditions. Until such time as this situation can be brought about, and only in those states in which the practice is now observed, gasoline or kerosene pumps and tanks, motor oil equipment and grease outfits (the grease outfits not exceeding in cost $50 each) may be loaned or leased for the exclusive storage and handling of the products of the lender or lessor, but the borrower or lessee shall not be prohibited from handling in other equipment the products of another supplier. Where no equipment is at present installed by any company, or where additional equipment may be added to existing locations, the borrower or lessee shall be required to pay for the installation of each loaned or leased equipment, the actual cost of installing said equipment, and for this purpose shall make a cash deposit of at least $100 in advance for each underground unit to be installed, and shall pay, as or when due, all privilege taxes attaching because of the installation or maintenance of such equipment.

(Note by commission: That part of this rule which relates to handling, by the borrower of equipment, of the products of a supplier other than those of the lender of the equipment is approved as a Group I rule—the other portions of the rule being treated independently, as belonging in Group II).

Interpretation of Rule 1

The Commission approves of the provision in the above mentioned rule that gasoline or kerosene pumps and tanks, motor oil equipment and grease outfits may be loaned or leased for the exclusive storage and handling of the products of a lender or lessor soley; and, further, holds as a Group 1 rule that the action of a dealer in marketing through such equipment the products of a supplier other than those of the lender of the equipment constitutes an unfair method of competition. The remainder of this rule has been placed in Group II by the Commission.

The purpose of Rule 1 is to restrict the practice of installing and loaning equipment free of charge. This Rule was not intended to change the custom in those States in which it is now the practice to install and loan equipment free of charge.

In every case of the installation of equipment in a new location or additional installations or installations for increased capacity at an old location, the *actual cost* of installing such equipment is to be paid by the lessee and a deposit of $100 cash in advance is to be made on account of such installation cost, such advance payment to be adjusted to actual installation cost upon completion of installation.

This rule does not prohibit 100 per cent dealer accounts.

In cases where pumps are substituted for existing equipment of other companies the present practice of exchanging or selling such existing underground equipment to the installing company is not to be changed.

Replacements can be made of leaky or defective tanks or lines and connections where capacity is not increased. Any increase in capacity is to be treated as a new installation.

This rule applies to loans to consumers as well as loans to dealers. Some applications of the rule are illustrated by the following examples:

Example 1: When a dealer or consumer is loaned equipment for installation at the place of business where, prior to the loan no equipment has existed, the lender must require the borrower to pay the cost of installing the equipment.

Example 2: When a dealer or consumer is loaned equipment in addition to that already existing at the place of installation the lender must require the borrower to pay the cost of installation; for instance, if dealer X, already having two of wholesaler B's pumps installed, applies to wholesaler B or any other wholesaler for the loan and installation of a third pump and tank, the cost of installation must be paid by dealer X.

Example 3: Where the proposed loan is to replace existing equipment, whether belonging to the new lender or to someone else, the borrower need not be required to pay the cost of installation. For instance, if dealer X has two of wholesaler B's pumps and arranges with wholesaler B to replace one of the existing pumps with another, or with wholesaler C, to replace wholesaler B's pump with wholesaler C's, dealer X need not be required to pay the cost of installation.

Example 4: Where the borrower, himself, installs the equipment at his own expense, the lender need not collect any installation cost, even though the unit instalied may be an additional unit.

RULE 2

Refining companies, wholesalers, distributors, and/or jobbers may acquire by bona fide leases or subleases, service and filling stations or sites for same, and such stations and/or sites may be leased or licensed by such company to dealers for the purpose of distributing its products. Such stations and/or sites shall not be acquired at one rental and then sub-leased or licensed at a reduced rental for the purpose of rebating. In the event the company makes improvements to such properties prior to sub-leasing same, such sub-lease shall provide in addition for reasonable return upon the cost of such improvements, in order that the transaction may not result in rebating.

Interpretation of Rule 2

This rule prohibits the rental by refining companies, wholesalers, distributors and/or jobbers of service stations or sites (meaning thereby all places where refined products are, or are intended to be, sold) at one rental and leasing or licensing the same property to the lessor, or third parties, at a reduced rental. If the refining companies, wholesalers, distributors, and/or jobbers place any improvements on said leased properties, such subleases shall provide, in addition, for a reasonable return upon the cost of such improvements. In event of a change in traffic conditions or physical surroundings after acquisition of the property by the company, either increasing or diminishing its value, a reasonable return on the fair value of the property for filling station

purposes at the time of leasing should be required.

The cost in place of gasoline or kerosene pumps or tanks, motor oil equipment and grease outfits (grease outfits not to exceed $50 each) ordinarily loaned to customers, need not be included in "the fair value of the property for filling station purposes."

The purpose of this rule was to prohibit the lease and license plan or lease and license agreements, known generally in the trade. For example, if a refining company, wholesaler, distributor, and/or jobber rents a service station or service station site at a substantial rental, the purpose if this rule was to prohibit the sub-leasing or licensing to a dealer at a materially reduced rental. The same rental or substantially the same rental shall be collected from the dealer as is paid by the refining company, wholesaler, distributor, and/or jobber.

RULE 3

No company shall paint over any sign or colors of another company until it has communicated with the company whose signs or colors are involved, inquiring whether or not the latter company has any written contract which would be violated by the proposed painting. The latter company shall respond promptly, giving the information requested; and if it holds a contract which would be violated, shall offer to submit it for inspection at its office. If the contract so submitted discloses that the proposed painting would constitute a breach of the contract, the painting shall not be done.

Interpretation of Rule 3

The restriction of painting for dealers to the companies' standard signs is understood to mean the customary standard signs of the various companies with such border painting as may be necessary to give the standard sign proper display qualities; but this does not include the painting of garages, service stations or other buildings, or large wall signs or other unusual painting, although such painted matter may be the design of the company's standard sign or the company's colors.

This is not intended to prohibit the painting of stations owned ir leased by refiners, distributors, jobbers and wholesalers.

RULE 4

No refiner, distributor, jobber, or wholesaler shall knowingly induce, attempt to induce, or assist a party to break an existing written contract for the sale of petroleum products between that party and another.

RULE 5

All above-ground equipment for refined products shall bear in a conspicuous place the name or trademark of the owner or lessor; and no refiner, distributor, jobber, wholesaler or retailer shall knowingly deliver into such equipment any refined product other than the brand designated, or in any way be a party to the substitution of one grade or brand of refined products for another.

RULE 6

Lotteries, prizes, wheels of fortune, and/or other games of chance shall not be used in connection with the sales of gasoline or motor oils.

RULE 7

The selling of refined petroleum products below cost for the purpose of injuring a competitor, and with the effect of lessening competition, is an unfair trade practice.

Group 2

RULE 8

On account of the special nature of service required in supplying petroleum products to airports, no dispensing or storage equipment of any kind shall be leased, loaned, or otherwise furnished, to airport operators or resellers of petroleum products, except at full cost, including cost of equipment and storage of installation.

RULE 9

A lender or lessor of equipment shall neither extend credit to the borrower or lessee for installation costs, nor advance money to him to cover payment of privilege taxes, or any other expense in any manner related to the installation of loaned or leased equipment.

It is not the intention of Rule 1 and Rule 9 to require the payment of installation costs from the borrower or lessee for exchanges and/or substitution in existing equipment on locations where gasoline, kerosene or lubricating oils are being sold upon the date of the Federal Trade Commission's approval o fthis code. The privilege of exchange or substitution of equipment is declared to extend to all dealers not merely to the original lenders.

Interpretation of Rule 9

See interpretations under Rule 1.

RULE 10

Except as may be provided in Rule 2, refiners, wholesalers, distributors and/or jobbers shall not construct for retailers any driveways, canopies, sheds, greasing pits, building or other structures; do painting other than their standard signs or loaned equipment; make improvements to existing structure facilities; nor furnish or loan air compressors, greasing lifts or racks, or other things of value, except equipment stated in Rule 1 hereof, nor bear any part of the expense of construction work on the premises of resellers, nor loan money for the same.

Interpretation of Rule 10

See interpretations under Rule 3.

RULE 11

No equipment except trade-marked pump globes and other standard advertising devices shall be loaned to tank car buyers and/or distributors.

RULE 12

Refiners, distributors, jobbers, and/or wholesalers shall not pay rentals or make any allowance for the privilege of installing pumps and tanks, or for displaying advertising on premises where refined products are sold.

Interpretation of Rule 12

This rule prohibits refiners, distributors, jobbers and/or wholesalers from paying any sign rental or making any other allowance for displaying advertisement on the premises where refined products are sold. By "premises" is meant the entire area of the station, whether all of it is devoted to the sale of petroleum products or not; and contiguous properties where owned or controlled by the dealer.

RULE 13

Refiners, distributors, jobbers, and or wholesalers shall not rent from any dealer or consumer any delivery equipment, and shall not purchase from any dealer or consumer any delivery equipment for more than its actual value.

Interpretation of Rule 13

Delivery equipment mentioned in this rule includes but is not limited to gasoline and/or kerosine pumps, tanks, motor oil equipment, grease outfits and trucks.

RULE 14

Refining companies, wholesalers, distributors, and/or jobbers may own service and filling stations or sites for same, and may lease such stations and/or sites to dealers for purposes of distributing its products, provided that such leases shall stipulate for a reasonable return to the lessor upon the then fair value of the property for filling station purposes.

Interpretation of Rule 14

This rule prohibits the leasing of company owned property or service station or sites except on a reasonable return to the lessor upon the then fair value of the property for filling station purposes.

In considering "the fair value of the property for filling station purposes" the volume of business which may be reasonably expected to be done at such station should be taken into consideration. The principal factor is the value of the property for filling station purposes and, in certain instances, this may be substantially greater than the ordinary market value of the real estate; and, in other cases, by reason of changes in traffic conditions or physical surroundings, the value for filling station purposes may be substantially less than the ordinary market value of such real estate.

The cost, in place, of gasoline or kerosine pumps, or tanks, motor oil equipment and grease outfits (grease outfits not exceeding $50 each) ordinarily loaned to customers, need not be included in the "fair value of property for filling station purposes."

RULE 15

Gasoline shall not be sold from tank wagons or trucks to other than motor vehicles except in emergency cases.

RULE 16

No oil or other thing of value shall be given away, or special inducement granted on opening days, special sale days, or other occasions.

RULE 17

All refiners, distributors, jobbers, and wholesalers shall conspicuously post, at each point from which they make delivery, the several posted prices of gasoline and kerosine for each class of delivery for such deliveries at the time of delivery.

Retailers and other operators serving consumers through service stations, garages, curb pumps, or pumps located at bulk plants, shall conspicuously post, at the place from which delivery is made, prices at which gasoline, kerosine, and motor oils are sold.

No seller shall make any deviation from his posted prices (whether wholesale or retail) by means of rebates, allowances, bonuses, concessions, benefits, unusual credits, scrip books, or any plan, device, or other scheme which may directly or indirectly permit the buyer to obtain gasoline or kerosine at a lower net cost to him.

Commercial accounts, whether for delivery at service stations or otherwise, may be recognized as an exception to this rule in sections where they are now in vogue, but shall apply only to written contracts for charge accounts.

Interpretation of Rule 17

All refiners, distributors, jobbers, wholesalers and retailers are required to conspicuously post the specified price but the rule does not in any way require the price posted by any refiner, distributor, jobber, wholesaler or retailer to be the same price posted by his competitor. The rule contemplates that each one will determine for himself the price at which he contemplates selling his product, post that price and adhere to it until a new price is posted. Commercial accounts need not be posted when they apply only to written contracts for charge accounts for the delivery into commercial vehicles properly licensed and used for the transportation or delivery of passengers, merchandise, freight or express. Vehicles bearing a commercial license and used in a commercial business are entitled to the commercial discount.

The posting of prices under this rule means the posting of tank-car prices, tank-wagon prices and service station prices at the respective places from which deliveries are made. Tank-car prices should be conspicuously posted at terminals where tank-cars are loaded and at the refinery or refinery office, tank-wagon prices at the bulk plant or wholesale distributing centers and service station prices at all service stations.

RULE 18

The practice of making deliveries of gasoline at refineries or wholesale plants into tank wagons or trucks operated by or for the purchasers thereof, is discouraged.

RULE 19

Coupon books or other scrip of any nature, if used shall be sold and redeemed at their face value without any discount.

RULE 20

On a change in the posted price, no adjustments, allowances, credits or refunds shall be given to any buyer on deliveries already made.

RULE 21

Definitions.—For the purpose of this code, the following definitions are adopted:

(a) **Consumer.** One who destroys the exchangeable value of a commodity by using it. He is an eligible buyer from service station, tank wagon, tank car, or in packages.

(b) **Refiner.** One who refines crude petroleum and natural gas into refined products.

(c) **Jobber, Distributor or Wholesaler.** One who carries a stock of petroleum products to sell to retail dealers or others for resale, but who may also sell direct to consumers.

(d) **Retail Dealer.** One who carries a stock of petroleum products to sell to the consumers only.

(e) **Commercial Accounts.** Petroleum products sold to persons, firms, or corporations using commercial vehicles in transportation in delivery of passengers, merchandise, freight or express, for use only in such vehicles properly licensed by public authorities for those purposes.

Dealers Included As Chain Units In New Wisconsin Measure

MADISON, May 31.

MANY measures affecting the oil industry have been introduced in the Wisconsin legislature this session, but the most drastic bill has just come from the governor, imposing many new taxes on industry including a tax on chain store gross income.

The new taxes are to raise $109,000,000, as the state's share to match $100,000,000 from the federal government for employment projects. The bill is an administration measure, and independent of other chain store and tax measures now before the legislature.

The chain store feature of this measure, 443 S, is so broad as to include all dealers in a jobber's or oil company's chain, because the dealer displays the same pump globes as the company's own service stations.

One of the phrases defining a "chain store" covers all outlets handling a commonly advertised product. Interpretation by some lawyers of this phrase places all dealers in a "chain." The same application is made for other businesses, so that all stores handling a given trade marked radio are in a chain, or grocery stores handling the same brands of flour, canned goods or other products are also a chain.

The tax rate now in the bill is $2 on each $1000 gross income for a chain of two sales outlets. For each additional outlet the rate is 10 cents higher, a chain of three outlets paying $2.10 per $1000, a chain of four outlets paying $2.20 per $1000 gross income, and so on.

An alternative tax is included in the bill. In case the tax on gross income is declared unconstitutional then a license fee will apply. This fee has a maximum bracket of $350 for each outlet over 100 in a chain.

Another tax in bill 443 S raises income tax rates. For purposes of this bill the income of 1934 is considered standard. In years to come the base tax rates would apply on the 1934 income. Anyone having a higher income would pay a surcharge on the difference between the income for that year and for 1934. The surcharge tax rate is from 5 to 10 per cent.

Milton T. Murray, Milwaukee assemblyman, explained these provisions to jobbers at the Wisconsin Petroleum Association meeting May 28 at Green Bay.

The first hearing was held in Madison May 29. Opponents obtained another hearing for June 6, and asked that consideration of the bill be postponed at least a month.

At the May 29 hearing petitions bearing 16,000 signatures in favor of the bill were presented. Opponents questioned if petitioners knew what they were signing, since the bill was introduced only a few days before the hearing, and many interested in the measure were still without printed copies.

Assemblyman Murray told jobbers that Governor La Follette had said 443 S is independent of other bills. The other major chain store tax bill now before the legislature is the Carow bill, imposing a tax of $2 for single outlets to $250 each for chains of 20 or more stores. The Carow bill also would increase the gasoline tax from 4 to 5 cents.

Gauge Sticks Are Cause of Retail Gasoline Storage "Losses"

(Presented before National Conference of Weights & Measures, Washington, D. C., June 4-7)

By B. W. Ragland[1]

THIS author has found, by actual measurements, that the underground tank temperatures are sometimes higher, sometimes lower, than that of the atmosphere. He blames errors and frequently serious "losses," on the gauge stick; he found that complaints came invariably from stations where suppliers use gauge sticks for fixing inventories, and that when use of these sticks was abandoned, the complaints stopped.—Editor.

ONE of the duties of the Richmond Bureau of Weights and Measures is the supervision of motor fuel deliveries both as to quantity and quality. This inspection does not cost the taxpayer a cent and helps pay the operating expenses of the Weights and Measures Division. The cost per capita for services rendered to the buying public is less than a three-cent postage stamp.

We are often asked, "How can you do this vast amount of work at such a low cost?" It is against the laws of Virginia to charge a fee for testing weighing and measuring devices but not against the law to charge a fee for testing the quality of various commodities. We charge a fee, based on the amount of motor fuel brought into the city. Last year we tested samples representing 109,668,030 gallons of fuel. These duties naturally brought to our attention the methods used by the several oil companiese in the delivery of their products to the service stations.

The large number of service-station operators complaining of a supposed shortage in these deliveries made us feel that there was something wrong. As we require all delivery trucks to be marked with the shell capacity of the several compartments on both sides of each dome and knowing that service stations had the privilege of checking these deliveries, we looked for the cause of these complaints from other sources. We noticed that all of these complaints originated from service stations served by major oil companies who used gauge sticks for fixing inventories. Frequently the shortage amounted to $20 per inventory.

The question of temperature was offered as the cause of the trouble. We determined to see just what part the temperature of the under-ground tank played in this supposed shortage. A nine-week period of our average weather conditions was selected to determine if Mr. Service Station Dealer was the loser or gainer when he received his motor fuel from the oil company's tank wagon.

Normal summer temperatures were taken advantage of, as well as extremely low winter temperatures in order that no condition which might cause a loss or gain might be overlooked. Extreme summer temperatures were taken into consideration and a thorough check made of the underground tank temperatures. In this location, when the atmospheric temperatures are high, underground temperatures are also high, and in many cases higher than the atmospheric temperatures. As an example of this, we found the atmospheric temperatures to be 70° F. and the underground temperatures to be as high as 80° F. in several tests made. This condition would not cause the supposed summer loss due to the temperature but, on the contrary, would cause a gain to the service station.

We first took the temperature at the bulk plant, then proceeded to accompany the truck to the point of delivery where the temperature was again taken of the motor fuel in the tank. The temperature was then taken of the fuel in the underground tank. The delivery of fuel was then made and again the temperature was taken of the underground tank at the completion of delivery. Table 1 gives a picture of what Richmond, Va., finds to be the true case. Loss or gain, which?

Since the oil distributors make the necessary temperature correction on the wholesale delivery and the transfer is made on the accepted basis of 60° F. on tank car delivery, the loss or gain on a smaller delivery is so slight that it is a matter of little concern.

We believe the chief cause of nearly all the complaints in Richmond was due to the abominable gauge stick. Authorities admit the best hoped for when using the gauge stick is approximation. Our bureau refuses to approve it, and therefore does not seal them. The Virginia Weights and Measures law prohibits the use of unsealed weights or measures. All oil companies in Richmond have stopped the use of these gauge sticks as a method of fixing inventories and complaints as to short deliveries have stopped.

TABLE 1

Volume changes in gasoline in tank trucks and in underground storage.

Note: The distance of haul on which data were based was 0.8 to 5 miles.

Date and Time	Temp. and weather condition	Temp. of tank wagon at time of delivery	Temp. of ground tank before filling	Temp. of ground tank after filling	Gallons in ground tank before filling	Gallons in ground tank after filling	Service station gain due to difference in temperature between wagon and ground tank (gallons)
10-11-34	70°F						
10 A. M.	Clear	74°F	75°F	76°F	125	725	.72
10-16-34	68°F						
11 A.M.	Clear	66°F	73°F	66°F	28	628	None
10-23-34	63°F						
10 A. M.	Clear	66°F	70°F	68°F	280	551	.33
10-30-34	49°F						
10 A. M.	Clear	59°F	66°F	62°F	185	473	.52
11-6-34	57°F						
10 A. M.	Clear	59°F	69°F	62°F	350	1000	1.17
11-13-34	37°F						
10 A. M.	Clear	46°F	57°F	57°F	477	735	1.65
11-22-34	68°F						
10 A. M.	Clear	58°F	62°F	60°F	125	326	.24
11-27-34	46°F						
10 A. M.	Rain	50°F	59°F	57°F	375	528	.69
12-12-34	25°F						
10 A. M.	Clear	42°F	55°F	45°F	176	1016	1.51

[1]Chief, Weights and Measures Bureau, Richmond, Va.

• MARKETS •

CLEVELAND, June 3

OIL market prices were steady to higher in most parts of the country last week despite the supreme court's decision invalidating the NIRA. The only exception was on the west coast where prices of all products were easier following cancellation of the Pacific Coast Petroleum Agency agreements.

Confusion developed in some areas as to what effect the decision would have on the oil industry. Taken as a whole, however, market activities last week indicated that the oil industry would not suffer, at least temporarily, as a result of abolition of its code.

The crux of the whole situation as regards markets, both wholesale and retail, in all areas east of the Rockies, has been East Texas. The Federal Tender Board, which has been successful in bottling up this most disturbing factor in the oil industry's history, as far as interstate movement is concerned, is now operating under the Connally "hot" oil law. The board's status is not changed by the shelving of the oil code.

Almost without exception, price movements in both wholesale and retail markets during the week were on the up side. The advances followed a period in which buyers hesitated for a time to see what markets were going to do, and then decided to buy before prices advanced still further.

Some of the week's favorable developments were: 0.5-cent advance in retail gasoline prices throughout the territory of the Standard of Ohio; 0.125 to 0.25-cent advance in tank car prices of all grades of gasoline in the western Pennsylvania refinery district; 0.125-cent advance in tank car gasoline prices in the Mid-Western market; advances of 0.125 to 0.25 cent in some grades of gasoline at the Gulf for export; and 0.5-cent advance in all Pennsylvania cylinder stocks.

About 200 cars of low octane gasoline were purchased in East Texas, resulting in a slight advance there. This about cleaned out the East Texas refiners. Gasoline prices were steady to higher in all other Mid-Continent districts.

NATIONAL PETROLEUM NEWS gasoline index showed an increase of 0.06 cent in wholesale prices, to the highest point on the present move. The retail index showed another slight loss. This was due largely to a reduction of 2 cents in Boston prices.

Opinion among traders generally was along the lines that with production of crude fairly well under control, refined products would continue to reflect prices favorable for profitable operations of refineries. Eventually the marketing end of the industry would also become more profitable, some traders believed.

That there will be some chiseling of prices was a foregone conclusion among market observers, but they also pointed out that there has been plenty of chiseling under the code. There are a few companies who will stop paying code wages and keeping code hours in order to stay in business, but the great majority will conduct their operations as they have been since the code went into effect. After all, compliance with the code was almost entirely on a voluntary basis.

The outlook for the industry on the Pacific Coast was not as bright as for the rest of the country. The Pacific Coast Petroleum Agency was dissolved, effective May 31, and while efforts will be made to control crude production by voluntary agreements, chances of their success were not considered very good by many students of that market. Decision to drop the agreements was made when oil company lawyers decided that the agreements were in violation of anti-trust laws. The Agency has had difficulty in keeping some of the refiners in line during the last month or so.

Some traders on the Pacific Coast were not so pessimistic about the outlook for the industry there, however. Refiners have probably learned that when operations are kept within bounds of demand, profits are greater. They may decide that they are only hurting themselves when they operate "wide open."

As far as the oil industry is concerned, abolition of the codes comes at a time when it is in the best position to withstand the pressure which might tend to give it a setback. The next three months are the largest consuming months of the year. Gasoline stocks are below the levels of last year. Consumption is expected to be higher than it was last year.

Wholesale prices are at or above cost levels at the present time, many observers say. With the code gone, the possibilities of "brain trust" tinkering with the industry are reduced.

N. P. N. Gasoline Index

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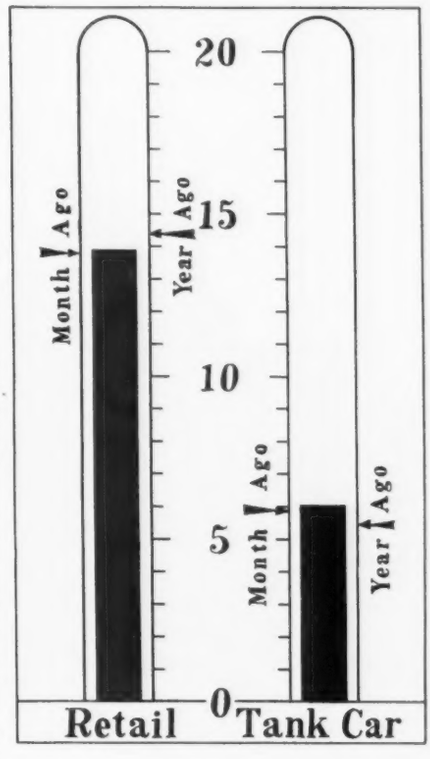

Retail index is an average of 50 cities ex-tax, and tank car is a weighted average of 13 wholesale markets for middle octane gasoline. The gasoline price index this week represents the following prices in cents per gallon:

Date	Retail	Tank Car
June 3	13.91	6.05
Month ago	13.83	5.89
Year ago	14.36	5.47

Chicago

Market Withstands Shock

CHICAGO, June 1

"NIRA Declared Unconstitutional," was the headline that threw the Mid-Western tank car market into a temporary furor the week ended June 1.

The market was shaken by the courts pronouncement, and was deluged by a wave of unloading. This subsided, however, after a comparatively short time when it was realized that the position of tank car markets was not jeopardized by the Supreme Court ruling.

Jobbers also placed the wrong construction on the decision and what little buying that had been done ceased completely for the time being.

The crux of tank car markets in the middle west had been East Texas. The Texas Railroad Commission and the Federal Tender Board, with authority based on the Connally "hot" oil law were controlling shipments in interstate commerce of crude and products from this area. With supplies well held in other Mid-Continent areas, there was no indication that prices or general conditions in the tank car market would suffer. This was emphasized later in the week when refinery buying of gasoline again became active.

Mid-Continent refiners entered the Mid-Western gasoline market about the middle of the week with buying orders. A total of approximately 50 cars of low octane gasoline were bought at 4.5 and 4.625 cents, f.o.b. Group 3 basis. This cleared virtually all of the material which had been acting as a drag on prices, and a general upward revision of prices was reported.

Weather conditions had more effect on tank car markets the week ended June 1, than had the killing of the code. Reports indicated that bad motoring weather was retarding consumption, which in turn was being felt in the decidedly slow buying by jobbers. Replacement buying after the Decoration Day holiday was not as heavy as had been anticipated.

In the opinion of virtually all traders, the future of the tank car gasoline market depends to a great extent on movement over the first half of June. Many believe that the second half of June will be lifeless from a sales standpoint, due to the possibility of the dropping of the federal gasoline tax.

If this tax is allowed to expire, stocks in jobbers' tanks at the end of June probably will be exceptionally low. Buying therefore through the last two weeks of June will be only for immediate requirements.

Kerosine was feeling the effect of increased price shading. While the majority of sellers continued to hold at unchanged prices, several reported they were meeting competition at slightly lower prices, in an effort to move material. Demand for kerosine was light throughout the week.

Wax

Market Dull

NEW YORK, June 1.—Wax market trading was dull in the week ended June 1, due partly to a general lack of interest on the buyer's part and partly to the Memorial Day holiday.

No particular change was noted in prices for either the crude scale or the fully refined waxes, although there was some shading reported on the former. Only occasional inquiries were reported in the open market.

Mid-Continent

Confidence Regained

TULSA, June 1

THE chaos and uncertainty that developed after the announcement of the NIRA decision soon was displaced by a feeling of confidence in the ability of the Mid-Continent market to hold its current good position.

After analyzing the situation, most Mid-Continent traders were of the opinion that the exit of the oil code would take with it little of the stability of present crude, retail and wholesale markets. Those familiar with the crude situation pointed out that while the former oil administration may have been responsible for "dollar crude," it was the action on the part of the industry that made possible its maintenance. Existing state laws and the Connally law were sufficient to keep the production of crude oil at an equitable level in most states, they said. Crude buyers indicated there was little likelihood of the Mid-Continent crude markets taking a step backward, if present laws were enforced.

The shelving of the oil code, and with it the marketing section, was not expected to result in any immediate change in retail markets. Some marketers have pointed out that this section probably was the least effective part of the code. But in spite of the lack of enforcement by the former administration, retail prices have been advanced in many sections of the country in line with improved wholesale markets. The elimination of many marketing evils has been the result of individual co-operation. And responsible companies have indicated they will continue the orderly marketing of petroleum products.

What Mid-Continent refiners will miss most will be the gasoline production allocations that were worked out by the former oil administration. But since these allocations were merely recommendations and their success dependent on co-operation of individual refiners, it was not expected that a general increase in crude runs and gasoline production would be made. Establishment of an independent board to co-operate with the Bureau of Mines in working out recommended allocations has been suggested to replace the former setup.

The type of buying that many say was responsible for the increase in third-grade gasoline prices from 3.25 cents to the present 4.75-cent level is expected to be continued. For the past few months, individual refiners have been buying gasoline in the open market. Their production was curtailed under the allocations of the oil administration and in order to fill regular commitments, they entered the open market for supplies. It was this buying that kept Mid-Continent markets cleared of distress and low-priced offerings. These buyers have indicated they will continue to buy as long as their production needs to be supplemented by outside purchases. More than 200 cars of gasoline were purchased the last week of May in East Texas. Refiners in other districts who sell a part of their production in the open market reported a ready market for their products.

Weather conditions were expected to play an important part in the future gasoline market. A fast-improving gasoline market was anticipated as soon as the rainy season is over and motoring hits its stride.

Third-grade gasoline was quoted generally throughout the Mid-Continent at 4.75 cents on a Group 3 basis. Contract business was normal, although open market activity was light.

Increased activity on middle octane gasoline may send prices for this grade up 0.125 cent within the next few days, according to traders. Sales of middle octane at 5.625 cents, Group 3, by Oklahoma and North Texas refiners were reported late in the week. While some material continued to be sold at 5.5 cents, the 5.625-cent quotation was expected to spread early next week.

The Mid-Continent kerosine market lost much of its steadiness the past week. This was noticeable especially in East Texas, where most of the low-priced offerings originated. Rainy weather the past few weeks has curtailed kerosine shipments from all districts. And since East Texas refiners have only limited storage facilities they must keep current production rolling. Their efforts to do

this resulted in price reductions. Prices for the 41-43 w.w. grade were reduced to 3.75 cents, f.o.b. plant, a reduction of 0.25 cent. These lower-priced offerings and lack of demand was affecting markets in other districts. Refiners in other sections, however, had more storage and were better able to hold their kerosine. Prices, therefore, were not as wobbly as they were in East Texas.

In spite of the East Texas situation, refiners generally were optimistic as to the future for kerosine. Optimism was backed up by the fact that farming activity had only just begun when the persistent rains cut it short. As soon as weather conditions make it possible, refiners expect this activity to be resumed.

Unsteadiness of kerosine and distillate markets has caused several Mid-Continent refiners to reduce tractor fuel prices 0.125 cent. This price recession was expected to be regained when agricultural activity is resumed.

Natural gasoline markets remained on an even keel the last week of May. The Oklahoma market for Grade 26-70 was steadied by increased activity on the part of refiners. Purchases for storage at the Gulf were accounting for most of the natural gasoline produced in Texas.

Interest in Mid-Continent was lagged. Refiners, however, were not pushed for orders and were waiting the market out. Several sellers of this product reported they were sold up for the first two weeks of June, while others said they were working only on current production. With this condition general, there was no reason for cutting prices under the 2-cent-f.o.b.-plant level.

Eastern

Tank Car Markets Quiet

NEW YORK, June 1

EASTERN gasoline markets went along on an even keel in the week ended June 1, despite the Supreme Court's decision throwing out the NIRA and the petroleum code. The Memorial Day holiday also tended to curtail trading. The Gulf Coast gasoline market, however, was active with two export sales reported and several inquiries still in the market as the week ended.

A French buyer, May 29, purchased a mixed cargo of approximately 36,000 barrels of 64-66, 375 e.p. and 22,500 barrels of U. S. Motor gasolines at 5.375 cents and 5.125 cents, respectively, f.o.b. the American Gulf for July lifting.

The other purchase covered a cargo of 60-62, 400 e.p. gasoline for export shipment in July. The price could not be definitely confirmed but was said to be 5.125 cents, f.o.b. the Gulf.

These prices represented advances of 0.125 to 0.25 cent over suppliers' ideas of prices which had prevailed as the week began, and stiffened the market considerably. One or two foreign buyers were reported to be still interested in picking up a cargo of gasoline but so far as could be learned no other sales were closed.

Several suppliers said their ideas of prices were still higher than those at which the sales were made this week. One was asking 5.5 cents, f.o.b. the Gulf, for 64-66, 375 e.p. gasoline and said that this price was for not later than July lifting.

Outside of some scattered changes in retail prices at local points and a slight slackening in open market gasoline buying, not much occurred in domestic markets along the Atlantic seaboard that differed from the market in the previous week.

Whether or not the lifting of the petroleum code will have any material effect on wholesale and retail markets along the seaboard was a subject of considerable discussion, with opinions differing considerably.

Generally speaking, however, traders said they thought business would go along about as it had the past week or so, at least until the companies had more definite knowledge of what their competitors planned to do. All were paying close attention to the crude situation in East Texas which many feel to be the key to the market picture. A few said they were afraid there might be a lifting of the present stringent proration schedule in East Texas and that this would have a detrimental effect on the eastern market picture.

Kerosine markets for the most part were steady. No shading of the 4-cent cargo price at the Gulf was apparent. Tank car prices were lightly lower at one or two points along the eastern seaboard.

Commodity Exchange

NEW YORK, June 3.—Prices for gasoline futures quoted on the Commodity Exchange broke sharply last week following the ruling on the NIRA. June futures closed the week at 5.60 to 5.70 cents, compared to closing prices of 5.75 to 5.82 cents at the end of the previous week. Sales during the week totaled five lots, all for June and July delivery.

Gasoline Futures

Week Ended June 1, 1935

Month	High	Low	Close
June	5.77	5.58	5.60-5.70
July	5.93	5.93	5.66-5.73

Note: Gasoline trading in 1000-barrel units: U. S. Motor 55-59 octane, deliverable from Exchange license storage in Houston-Galveston (Texas) area. Crude oil trading in 2000-barrel units: Oklahoma-Kansas, 36-36.9 gravity legally produced oil, deliverable from Exchange licensed storage in Houston-Galveston area and Cushing-Drumright (Okla.) area. Deliveries of other grades of gasoline and crude subject to premiums or discounts set forth in Exchange by-laws.

California

Prices Easier

LOS ANGELES, May 31

PROSPECTS for continued stability in Pacific Coast petroleum markets the past week were less satisfactory than during any previous period in the past ten months. Although the Supreme Court ruling that the NRA is unconstitutional, with the consequent termination of the marketing agreements of the Pacific Coast Petroleum Agency, had not resulted in any actual break, the general opinion was that easing of the market structure would come quickly unless some unforeseen stabilizing influence could be brought into action.

Disturbed conditions that have been confined chiefly to the Los Angeles Basin area and the lower San Joaquin Valley, were invading other territory although not to any serious extent. Major company third-grade brands were quoted at 13 cents a gallon, inclusive of 4 cents tax, for tank wagon deliveries in the Basin area and strenuous efforts were being made to maintain that level. Independent competitive brands were nominally held at the same price but were reported freely offered at 11.75 cents a gallon, or less. In the San Joaquin Valley deliveries of these competitive brands were quoted at 11.5 cents, although the scheduled price was 0.5 cent higher than in the Basin.

In the absence of buying support by the major companies, natural gasoline was easier. It was quoted at 5.5 to 6.5 cents a gallon, delivered at refinery.

Fuel oil was also soft, notwithstanding the support given to the market by the purchase of 200,000 barrels of this product that had been accumulated by an independent refiner operating outside the Pacific Coast Petroleum Agency. This was distress oil that had been banned from the market by federal action. The reported price paid was 55 cents a barrel.

Sale of a 10,000-ton cargo of gas oil at $1.05 a barrel was taken as an indication of fairly stable prices for this commodity, the quoted prices generally ranging from $1.05 to $1.10 a barrel.

Kerosine-distillate and treated kerosine reflected the general easing of the market, with no change in quotations.

Pacific Coast seaboard markets were unusually quiet the past week, in contrast with the increase in both inquiries and sales that had marked the early part of the month. Buyers were inclined to wait for further developments before undertaking new commitments.

Quotations on cased goods remained unchanged, with only routine shipments recorded.

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Pennsylvania

Demand Active

CLEVELAND, June 3.—The supreme court decision on NIRA apparently had no effect on the Pennsylvania market last week. Buying continued in about the same volume as the two previous weeks. Cylinder stocks and gasoline sold at higher prices. Other products generally were firm to higher.

Talk among the trade centered on the supreme court's decision and what effect it would have on the industry. Buyers seemed pretty well convinced, however, that the recent improvement in prices in western Pennsylvania was economically sound. There were indications that some buyers were protecting themselves against further advances.

Following announcement early in the week of the 0.5-cent advance in retail gasoline prices by Standard Oil Co. of Ohio, virtually all sellers of Pennsylvania gasoline advanced their quotations on U. S. Motor gasoline 0.25 cent and the higher octane grades 0.125 cent. The third-grade material especially was tight. Offerings in the lower field particularly were at a minimum, although at the end of the week reports indicated that U. S. Motor was as difficult to obtain in the upper field as in the lower field.

The 60 and 65 octane gasolines were in good demand, and buyers were paying prices asked by sellers without much complaint, according to reports.

While demand for kerosine was not as brisk as it was earlier in the month, the amount of material offered was reduced as more kerosine-distillate was sold for cracking purposes. An occasional report of price shading was heard but a check-up failed to show that sellers generally were reducing prices to stimulate buying.

Steel mill operations continued to decline slowly, and resulted in a slight decline in demand for fuel oil. As yet, however, refiners had not accumulated any inventory, it was said, although one or two refiners had caught up with their orders and were in position to make shipment promptly.

The entire list of cylinder stocks advanced 0.5 cent. Buyers of these stocks, particularly 600 steam refined, have been more active recently. Offerings were not as plentiful and most sellers were in position to hold prices.

The recent advance in bright stock has helped this market. Refiners generally were not pushing sales at current prices, believing that prices would go higher momentarily.

Status of neutral oils was unchanged. Prices were firm and it was indicated that refiners were not as anxious to sell as they were a month ago.

REFINERY TANK CAR MARKETS

Prices in cents per gallon, tank car lots, except where otherwise noted. Prices are those to domestic jobbers who resell to consumers. They do not represent inter-refinery sales, or sales for export. Federal, state or municipal taxes not included. Prices quoted apply on products made from legally produced crude.

Gasoline *and* Naphtha

	June 3	May 27	May 20
Oklahoma			
48-54, 450 e.p. naphtha....	4.75	4.75	4.75
U. S. Motor gasoline, by octane numbers:			
62 and below (3rd grade)	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875
63-70 octane (regular)..	5.625– 5.75	5.50 – 5.625	5.375– 5.50
71 and above.....	.....	.....	.....
60-62, 400 e.p. gasoline....	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875
64-66, 375 e.p. gasoline....	4.875– 5.00	4.875– 5.00	4.75 – 5.00
68-70, 350-360 e.p. gasoline	5.00 – 5.125	5.00 – 5.125	4.875– 5.125
Western Penna. (Quotations and/or sales prices to car unloaders)			
Bradford-Warren:			
52-54 naphtha.....	5.625– 5.75	5.375– 5.50	5.25 – 5.375
Motor gasoline:			
U. S. Motor (58-62°)....	5.75 – 5.875	5.50 – 5.625	5.375– 5.50
Minimum 60 octane....	6.875– 7.00	6.75 – 6.875	6.75 – 6.875
Minimum 65 octane....	7.125– 7.25	7.00 – 7.125	7.00 – 7.125
Minimum 70 octane....	.....	.....	.....
64-66, 390 e.p. gasoline....	6.25 – 6.375	6.00 – 6.125	5.875– 6.00
68-70, 350-360 e.p. gasoline	6.75 – 6.875	6.50 – 6.625	6.375– 6.50
Other districts:			
52-54 naphtha.....	5.625– 5.75	5.375– 5.50	5.25 – 5.375
54-56 naphtha.....	5.75 – 5.875	5.50 – 5.625	5.375– 5.50
Motor gasoline:			
U. S. Motor (58-62°)....	5.75 – 5.875	5.50 – 5.625	5.375– 5.50
Minimum 60 octane....	6.875– 7.00	6.75 – 6.875	6.75 – 6.875
Minimum 65 octane....	7.125– 7.25	7.00 – 7.125	7.00 – 7.125
Minimum 70 octane....	.....	.....	.....
64-66, 390 e.p. gasoline....	6.25 – 6.375	6.00 – 6.125	5.875– 6.00
68-70, 350-360 e.p. gasoline	6.75 – 6.875	6.50 – 6.625	6.375– 6.50
California (3c tax to be added to prices if used in state)			
54-58 U. S. Motor, 437 e.p. for in-state shipment....	6.00 – 7.00	6.00 – 7.00	6.00 – 7.00
54-58 U. S. Motor, 437 e.p., for outside state shipment	5.00 – 6.00	5.00 – 6.00	5.00 – 6.00
58-61, 375-400 e.p. gasoline, 65 octane and above....	7.50 – 8.50	7.50 – 8.50	7.50 – 8.50
†***North Texas*** (F.o.b. Wichita Falls district for shipment to Texas and New Mexico destinations; Group 3 prices quoted on northern shipments).			
U. S. Motor gasoline, by octane numbers:			
62 and below (3rd grade)	4.625– 4.75	4.625– 4.75	4.625– 4.75
63-70 octane (regular)..	5.625	5.50	5.25 – 5.375
71 and above.....	.....	.....	.....
60-62, 400 e.p. gasoline....	4.75	4.75	4.75
64-66, 375 e.p. gasoline....	4.875– 5.00	4.875– 5.00	4.75
68-70, 350-360 e.p. gasoline	5.00 – 5.125	5.00 – 5.125	4.875
Kansas (F. o. b. refinery, Kansas destination)			
U. S. Motor gasoline, by octane numbers:			
62 and below (3rd grade)	4.875– 5.00	4.875– 5.00	4.875– 5.00
63-70 octane (regular)..	5.625– 5.75	5.625– 5.75	5.625– 5.75
71 and above.....	.....	.....	.....
60-62, 400 e.p. gasoline....	4.875– 5.00	4.875– 5.00	4.875– 5.00
†***West Texas and New Mexico*** (F. o. b. W. Texas and N. Mex. refinery for unrestricted shipment)			
U. S. Motor gasoline, by octane numbers:			
62 and below (3rd grade)	4.75 – 4.875	4.75 – 4.875	4.625– 4.75
63-70 octane (regular)..	5.625– 5.75	5.50 – 5.625	5.375– 5.50
71 and above.....	.....	.....	.....
†***East Texas*** (F. o. b. East Texas refinery for unrestricted shipment)			
U. S. Motor gasoline, by octane numbers:			
62 and below (3rd grade)	4.625– 4.75	4.625	4.625
63-70 octane (regular)..	.....	.....	.....
71 and above.....	.....	.....	.....
60-62, 400 e.p. gasoline....	4.625– 4.75	4.625– 4.75	4.625
North Louisiana (For Louisiana and Arkansas destination)			
U. S. Motor gasoline:			
62 octane and below....	5.50	5.25	5.25
63-70 octane number....	6.25	6.00	6.00
71 octane and above....	....	*6.25	*6.25
Arkansas (For Arkansas and Louisiana destination)			
U. S. Motor gasoline:			
62 octane and below....	5.50	5.25	5.25
63-70 octane number....	6.25	6.00	6.00
71 octane and above....	....	*6.25	*6.25

*Nominal. †Refiners generally receive from 0.25c to 0.5c per gallon more for gasoline and kerosine for local or differential territory shipment.

	June 3	May 27	May 20
Ohio (Quotations of S. O. Ohio. Delivered any point in Ohio).			
U. S. Motor gasoline.....	8.25	8.25	8.125
Above 65 octane number..	8.50	8.50	8.375

Natural Gasoline

(Prices shown f.o.b. Group 3 and Breckenridge represent majority of sales made on dates shown to blenders on the freight basis shown below, although shipments may originate in other manufacturing districts, such as East Texas, Panhandle, Southwest Texas or Kansas).

F.o.b. Group 3			
Grade 26-70.....	3.00	3.00	3.00
F.o.b. Breckenridge			
Grade 26-70.....	3.00	3.00	3.00
California (F. o. b. plants in Los Angeles basin)			
75-85, 375-390 e.p. for blending.....	5.50 – 6.50	5.75 – 7.00	5.75 – 6.50

Kerosine

Western Penna. (Quotations and/or sales prices to car unloaders)			
Bradford-Warren:			
45 w.w. kerosine.....	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875
46 w.w. kerosine.....	4.875– 5.00	4.875– 5.00	4.875– 5.00
47 w.w. kerosine.....	5.00 – 5.125	5.00 – 5.125	5.00 – 5.125
Other districts:			
45 w.w. kerosine.....	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875
46 w.w. kerosine.....	4.875– 5.00	4.875– 5.00	4.875– 5.00
47 w.w. kerosine.....	5.00 – 5.125	5.00 – 5.125	5.00 – 5.125
Ohio (Quotations of S. O. Ohio. Delivered any point in Ohio).			
Kerosine.....	6.00	6.00	6.00
Oklahoma			
41-43 w.w. kerosine.....	4.125– 4.25	4.125– 4.25	4.125– 4.25
42-44 w.w. kerosine.....	4.25 – 4.375	4.25 – 4.375	4.25 – 4.375
Kansas (F. o. b. refinery Kansas destination)			
41-43 w.w. kerosine.....	4.375– 4.50	4.375– 4.50	4.375– 4.50
42-44 w.w. kerosine.....	4.50 – 4.625	4.50 – 4.625	4.50 – 4.625
†***North Texas*** (F.o.b. Wichita Falls district for shipment to Texas and New Mexico destinations; Group 3 prices quoted on northern shipments).			
41-43 w.w. kerosine.....	4.00	4.00 – 4.125	4.00 – 4.125
†***East Texas*** (F.o.b. East Texas refinery for unrestricted shipment)			
41-43 w.w. kerosine.....	3.75	4.00	4.00
North Louisiana (For Louisiana and Arkansas destination)			
41-43 w.w. kerosine.....	4.125	4.125	4.125
Arkansas (For Arkansas and Louisiana destination)			
41-43 w.w. kerosine.....	4.375	4.375	4.375
California (F.o.b. California refineries)			
38-40 w.w. kerosine.....	4.25 – 6.50	4.25 – 6.50	4.25 – 6.50

Gas, Fuel *and* Heating Oils

Western Penna. (Quotations and/or sales prices to car unloaders)			
Bradford-Warren:			
36-40 fuel oil.....	4.25 – 4.375	4.25 – 4.375	4.25 – 4.375
‡*Other districts*:			
36-40 fuel oil.....	4.125– 4.25	4.125– 4.25	4.125– 4.25
‡Not including Pittsburgh.			
Oklahoma (F.o.b. Oklahoma refineries)			
Heating oils:			
No. 1 white (38-40 grav.)	3.50 – 3.625	3.625– 3.75	3.625– 3.75
No. 1 straw (38-40 grav.)	3.375– 3.50	3.50 – 3.625	3.50 – 3.625
No. 2 straw (32-36 grav.)	3.125– 3.25	3.125– 3.375	3.125– 3.375
No. 2 dark (32-36 grav.).	3.00 – 3.125	3.00 – 3.125	3.00 – 3.125
U. G. I. gas oil.....	2.625	2.625	2.625
Fuel oils: (Prices per barrel)			
28-30, zero.....	$1.15 –$1.20	$1.15 –$1.20	$1.15 –$1.20
28-30.....	$1.00 –$1.05	$1.00 –$1.05	$1.00 –$1.05
24-26.....	$0.775–$0.825	$0.775–$0.825	$0.775–$0.825
18-22.....	$0.75 –$0.775	$0.75 –$0.775	$0.75 –$0.775
14-16.....	$0.675–$0.70	$0.675–$0.70	$0.675–$0.70

(*Continued on next page*)

PRICES in the various petroleum markets quoted regularly in National Petroleum News are compiled by the staff of Platt's Oilgram, an affiliated daily oil market reporting service. Prices appearing in each issue of National Petroleum News are the same as those carried in the Monday edition of the Oilgram. For information regarding the Oilgram daily news and market service write Platt's Oilgram, Cleveland.

(Continued from preceding page)

	June 3	May 27	May 20
Kansas (F.o.b. refinery, Kansas destination)			
No. 1 straw (38-40 grav.)..	3.75 – 3.875	3.75 – 3.875	3.75 – 3.875
18-22 fuel oil (per bbl.)....	$0.85 –$0.90	$0.85 –$0.90	$0.85 –$0.90
10-14 fuel oil (per bbl.)....	$0.725	$0.725	$0.725
North Texas (F.o.b. Wichita Falls district for shipment to Texas and New Mexico; Group 3 prices quoted on northern shipments).			
No. 1 straw (38-40 grav.)	3.375	3.375– 3.50	3.375– 3.50
No. 1 white (38-40 grav.)	3.50	3.50 – 3.625	3.50 – 3.625
No. 2 (32-36 grav.).....	3.00 – 3.125	3.00 – 3.125	3.00 – 3.125
U.G.I. gas oil.....	2.625	2.625	2.625
24-26 fuel oil (per bbl.)....	$0.80	$0.80	$0.80
18-22 fuel oil (per bbl.)....	$0.675–$0.70	$0.675–$0.70	$0.675–$0.70
West Texas (F.o.b. West Texas refineries for unrestricted shipment).			
No. 2 (32-36 grav.).....	*2.75	2.75	2.625– 2.75
18-22 fuel oil (per bbl.)....	$0.65 –$0.675	$0.65 –$0.675	$0.65 –$0.675
East Texas (F.o.b. East Texas refineries for unrestricted shipment).			
No. 1 white (38-40 grav.)..	*3.25 – 3.375	*3.50 – 3.625	*3.50 – 3.625
No. 2 (32-36 grav.).....	*2.625– 2.75	*2.75	*2.75
U.G.I. gas oil.....	2.50	2.50 – 2.625	2.50 – 2.625
24-26 fuel oil.....	$0.625–$0.65	$0.625–$0.65	$0.625–$0.65
20-24 fuel oil.....	$0.60 –$0.625	$0.60 –$0.625	$0.60 –$0.625
North Louisiana (For Louisiana and Arkansas destination).			
No. 2 (32-36 grav.).....	3.125– 3.25	3.125– 3.25	3.125– 3.25
U.G.I. gas oil.....	2.875– 3.00	2.875– 3.00	2.875– 3.00
20-24 fuel oil.....	$1.00 –$1.025	$1.00 –$1.025	$1.00 –$1.025
16-20 fuel oil.....	$0.90 –$0.925	$0.90 –$0.925	$0.90 –$0.925
10-14 fuel oil.....	$0.75 –$0.80	$0.75 –$0.80	$0.75 –$0.80
Arkansas (For Arkansas and Louisiana destination)			
No. 2 (32-36 grav.).....	3.50	3.50	3.50
28-30 gas oil, zero.....	3.25	3.25	3.25
20-24 fuel oil (per bbl.)....	$0.825–$0.875	$0.825–$0.875	$0.825–$0.875
16-20 fuel oil.....	$0.725–$0.775	$0.725–$0.775	$0.725–$0.775
10-14 fuel oil.....	$0.60 –$0.65	$0.60 –$0.65	$0.60 –$0.65
California			
San Joaquin Valley, per bbl.:			
Grade C fuel oil.....	$0.65 –$0.75	$0.65 –$0.75	$0.65 –$0.75
Diesel fuel oil.....	$1.05 –$1.45	$1.05 –$1.45	$1.05 –$1.45
Stove distillate.....	$1.25 –$1.85	$1.25 –$1.85	$1.25 –$1.85
Los Angeles, per bbl.:			
Grade C fuel oil.....	$0.65 –$0.95	$0.65 –$0.95	$0.65 –$0.95
Diesel fuel.....	$1.10 –$1.45	$1.05 –$1.45	$1.05 –$1.45
Stove distillate.....	$1.25 –$1.85	$1.25 –$1.85	$1.25 –$1.85
San Francisco, per bbl.:			
Grade C fuel oil.....	$1.00	$1.00	$1.00
Diesel fuel.....	$1.68	$1.68	$1.68
Stove distillate.....	$2.10	$2.10	$2.10

Neutral Oils

Western Penna. (Quotations and/or sales prices to car unloaders)

Viscous Neutrals (Viscosity at 70° F.)

200 Vis. (180 at 100°) No. 3 color, 420-425 flash:			
0 pour test.....	25.50 –26.00	25.50 –26.00	25.50 –26.00
10 pour test.....	24.50 –25.00	24.50 –25.00	24.50 –25.00
15 pour test.....	24.00 –24.50	24.00 –24.50	24.00 –24.50
25 pour test.....	23.00 –23.50	23.00 –23.50	23.00 –23.50
180 Vis. No. 3 color, 410-415 flash:			
25 pour test.....	21.00 –21.50	21.00 –21.50	21.00 –21.50
150 Vis. No. 3 color, 400-405 flash:			
0 pour test.....	20.50 –21.00	20.50 –21.00	20.50 –21.00
10 pour test.....	19.50 –20.00	19.50 –20.00	19.50 –20.00
15 pour test.....	19.00 –19.50	19.00 –19.50	19.00 –19.50
25 pour test.....	18.00 –18.50	18.00 –18.50	18.00 –18.50

South Texas (F.o.b. South Texas refineries, for domestic shipment)

Pale Oils:			
Vis. Color	*(Viscosity at 100° F.; pour test 0)*		
100 No. 1½-2½.....	5.00	5.00	5.00
200 No. 2-3.....	7.00	7.00	7.00
300 No. 2-3.....	7.50	7.50	7.50
500 No. 2½-3½.....	8.50	8.50	8.50
750 No. 3-4.....	9.00	9.00	9.00
1200 No. 3-4.....	9.50	9.50	9.50
2000 No. 3-4.....	9.75 –10.00	9.75 –10.00	9.75 –10.00
Red Oils:			
200 No. 5-6.....	7.00	7.00	7.00
300 No. 5-6.....	7.50	7.50	7.50
500 No. 5-6.....	8.50	8.50	8.50
750 No. 5-6.....	9.00	9.00	9.00
1200 No. 5-6.....	9.50	9.50	9.50
2000 No. 5-6.....	9.75 –10.00	9.75 –10.00	9.75 –10.00

Note: South Texas red oil prices shown above cover oils with green cast; blue cast red oils are slightly lower in some cases.

Mid-Continent (Viscosity at 100° F.; F. o. b. Tulsa basis. Prices represent quotations and sales).

0 to 10 Pour Point:			
Vis. Color			
60-85.....	5.25	5.25	5.25
86-110.....	5.75	5.75	5.75
150—No. 3.....	10.00	10.00	10.00

*Nominal.

Neutral Oils (cont'd.)	June 3	May 27	May 20
150—No. 4.....	9.50	9.50	9.50
180—No. 3.....	11.25	11.25	11.25
180—No. 4.....	10.75	10.75	10.75
180—No. 5.....	10.25	10.25	10.25
200—No. 3.....	11.75	11.75	11.75
200—No. 4.....	11.25	11.25	11.25
200—No. 5.....	10.75	10.75	10.75
220—No. 3.....	12.75	12.75	12.75
220—No. 4.....	12.25	12.25	12.25
220—No. 5.....	11.75	11.75	11.75
240—No. 3.....	13.75	13.75	13.75
240—No. 4.....	13.25	13.25	13.25
240—No. 5.....	12.75	12.75	12.75
280—No. 3.....	14.75	14.75	14.75
280—No. 4.....	14.00	14.00	14.00
280—No. 5.....	13.50	13.50	13.50
300—No. 3.....	15.25	15.25	15.25
300—No. 5-6.....	13.25	13.25	13.25
15 to 30 Pour Point:			
160-85.....	4.75	4.75	4.75
186-110.....	5.25	5.25	5.25
150—No. 3.....	9.00	9.00	9.00
150—No. 4.....	8.50	8.50	8.50
180—No. 3.....	10.25	10.25	10.25
180—No. 4.....	9.75	9.75	9.75
180—No. 5.....	9.25	9.25	9.25
200—No. 3.....	10.75	10.75	10.75
200—No. 4.....	10.25	10.25	10.25
200—No. 5.....	9.75	9.75	9.75
220—No. 3.....	11.75	11.75	11.75
220—No. 4.....	11.25	11.25	11.25
220—No. 5.....	10.75	10.75	10.75
240—No. 3.....	12.75	12.75	12.75
240—No. 4.....	12.25	12.25	12.25
240—No. 5.....	11.75	11.75	11.75
280—No. 3.....	13.75	13.75	13.75
280—No. 4.....	13.00	13.00	13.00
280—No. 5.....	12.50	12.50	12.50
300—No. 3.....	14.50	14.50	14.50
300—No. 5-6.....	13.00	13.00	13.00

Chicago (F.o.b. Chicago refineries) (Vis. at 100° F.)

Pale Oils, *15 to 30 pour point:			
Vis. Color			
60-85—No. 2.....	6.50	6.50	6.50
86-110—No. 2.....	7.00	7.00	7.00
140—No. 3.....	9.75	9.75	9.75
160—No. 3.....	10.50	10.50	10.50
180—No. 3.....	11.25	11.25	11.25
200—No. 3.....	11.75	11.75	11.75
250—No. 3.....	13.75	13.75	13.75
Red Oils, *15 to 30 Pour Point:			
180—No. 5.....	10.25	10.25	10.25
200—No. 5.....	10.75	10.75	10.75
220—No. 5.....	11.75	11.75	11.75
250—No. 5.....	12.75	12.75	12.75
280—No. 5.....	13.50	13.50	13.50
300—No. 5.....	14.00	14.00	14.00

*Oils with 0 to 10 pour point bring 1c higher than above prices. To obtain prices delivered in Chicago, add 0.25c per gal.

California (F.o.b. California refineries; Viscosity at 100° F.)

All neutral oils, 13.5c per gal. in tank car lots; and 15.5c in iron bbls., to refiners only, excluding federal tax.

Cylinder Stocks

Mid-Continent (F.o.b. Tulsa basis. Prices represent quotations and sales)

Bright Stocks:			
190-200 Vis. at 210° D....	17.50	17.50	17.00
150-160 Vis. at 210° D:			
0 to 10 pour test.....	14.50	14.50	14.00
10 to 25 pour test.....	14.00	14.00	13.50
25 to 40 pour test.....	13.50	13.50	13.00
150-160 Vis. at 210° E.....	13.50	13.50	13.00
120 Vis. at 210° D:			
0 to 10 pour test.....	14.00	14.00	13.75
10 to 25 pour test.....	13.50	13.50	13.25
25 to 40 pour test.....	13.00	13.00	12.75
600 Stm. Rfd. Dark Green	5.50 – 6.50	5.00 – 6.00	5.00 – 6.00
600 Stm. Rfd. Olive Green.	6.50 – 8.00	6.00 – 7.50	6.00 – 7.50
631 Steam Refined.....	10.00	10.00	9.50
Black oil.....	3.25 – 3.375	3.25 – 3.375	3.25

Chicago (F.o.b. Chicago district refineries) (Viscosity at 210°)

Unfiltered Steam Refined:			
140.....	9.00	9.00	9.00
160.....	10.00	10.00	10.00
200.....	11.00	11.00	11.00
Bright stocks, 160 vis. at 210 No. 8 color:			
0 to 10 pour point.....	16.25	16.25	15.75
15 to 25 pour point.....	15.75	15.75	15.25
30 to 40 pour point.....	15.25	15.25	14.75
E filtered Cyl. Stock.....	13.50	13.50	13.50

(Continued on next page)

REFINERY TANK CAR MARKETS

CONTINUED FROM PRECEDING PAGE

Cylinder Stocks (cont'd)

	June 3	May 27	May 20
Western Penna. (A.S.T.M. tests; quotations and/or sales prices to car unloaders)			
600 stm. rfd. filterable	9.50 –10.00	9.00 – 9.50	9.00 – 9.50
650 steam refined	11.00 –11.50	10.50 –11.00	10.50 –11.00
600 flash	12.00 –12.50	11.50 –12.00	11.50 –12.00
630 flash	17.00 –17.50	16.50 –17.00	16.50 –17.00
600 Warren E	13.00 –13.50	12.50 –13.00	12.50 –13.00
Bright stock, 150-160, vis. at 210°, 540-550 flash, No. 8 color:			
10 pour test	19.50 –20.00	19.50 –20.00	19.00 –19.50
15 pour test	18.50 –19.00	18.50 –19.00	18.00 –18.50
20 pour test	17.50 –18.00	17.50 –18.00	17.00 –17.50
25 pour test	16.50 –17.00	16.50 –17.00	16.00 –16.50

Petrolatums

Western Penna. (Per pound, in barrels, carload lots, f.o.b. Penna refinery. In tank cars, 0.5c per pound less. Quotations are from majority of petrolatum makers).

Snow White	6.125	6.125	6.125
Lily White	5.125	5.125	5.125
Cream White	4.125	4.125	4.125
Light Amber	2.50	2.50	2.50
Amber	2.25	2.25	2.25
Red	1.75 – 1.875	1.75 – 1.875	1.75 – 1.875

Wax

Western Penna. (Per pound, f.o.b. New York)

122-124 wh. crude scale, A.m.p.	2.10 – 2.15	2.10 – 2.15	2.10 – 2.15
124-126 wh. crude scale, A.m.p.	2.15 – 2.20	2.15 – 2.20	2.15 – 2.20

Oklahoma (Per pound in barrels; in a few instances, per pound in burlap bags; f.o.b. Oklahoma refineries)

124-126 wh. crude scale, A.m.p.	2.00 – 2.125	2.00 – 2.25	2.125– 2.375

Chicago (F.o.b. Chicago district refineries, in cents per pound, in bags, carload lots. Melting points A.S.T.M. method; add 3° F. to convert into A.m.p.)

Fully refined:			
122-124	4.40 – 4.50	4.40 – 4.50	4.40 – 4.50
125-127	4.65 – 4.75	4.65 – 4.75	4.65 – 4.75
127-129	4.80 – 4.90	4.80 – 4.90	4.80 – 4.90
130-132	5.40 – 5.50	5.40 – 5.50	5.40 – 5.50
132-134	5.65 – 5.75	5.65 – 5.75	5.65 – 5.75
135-137	6.40 – 6.50	6.40 – 6.50	6.40 – 6.50

*MID-WESTERN TANK CAR MARKETS

Following prices are in cents per gallon, except fuel oil in barrels, in tank car lots, representing majority of sales of products made by Chicago sellers, from legally produced crude to jobbers on Group 3 freight basis, although shipments may originate in other South-western or Mid-western refining districts. Prices do not include state or federal taxes.

Gasoline

U. S. Motor gasoline:	June 3	May 27	May 20
62 octane and below (3rd grade)	4.75 – 4.875	4.625– 4.75	4.625– 4.75
63-70 octane (regular)	5.50 – 5.625	5.375– 5.625	5.375– 5.50
71 octane and above	.....	.....	.....
60-62, 400 e.p.	4.75 – 4.875	4.625– 4.75	4.625– 4.75
64-66, 375 e.p.	4.875– 5.00	4.75 – 4.875	4.75 – 4.875
68-70, 350-360 e.p.	5.00 – 5.125	4.875– 5.00	4.875– 5.00

Kerosine

41-43 w.w.	4.00 – 4.125	4.00 – 4.125	4.00 – 4.125
42-44 w.w.	4.125– 4.25	4.125– 4.25	4.125– 4.25

Fuel *and* Gas Oils

Domestic:			
No. 1 prime white	3.375– 3.50	3.50 – 3.625	3.50 – 3.625
No. 1 straw	3.375– 3.50	3.375– 3.50	3.375– 3.50

*Formerly Chicago Tank Car Markets.

	June 3	May 27	May 20
No. 2 dark	3.00 – 3.125	3.00 – 3.125	3.00 – 3.125
No. 2 straw	3.125– 3.25	3.125– 3.25	3.125– 3.25
No. 3	2.75 – 2.875	2.75 – 2.875	2.75 – 2.875
No. 4, (per bbl.)	$0.875–$0.90	$0.875–$0.90	$0.875–$0.90
No. 5, (per bbl.)	$0.65 –$0.675	$0.65 –$0.675	$0.65 –$0.675
Industrial:			
No. 4, (per bbl.)	$0.80 –$0.825	$0.80 –$0.825	$0.85 –$0.875
No. 5, (per bbl.)	$0.625–$0.65	$0.625–$0.65	$0.625–$0.65
No. 6, (per bbl.)	$0.50 –$0.525	$0.50 –$0.525	$0.50 –$0.525
U.G.I. gas oil	2.375– 2.50	2.50 – 2.625	2.50 – 2.625

Naphtha *and* Solvent

Stoddard solvent	6.375	6.375	6.375
V. M. & P. naphtha	6.875	6.875	6.875
Cleaners' naphtha	6.875	6.875	6.875
Mineral spirits	5.875	5.875	5.875
Rubber solvent	6.875	6.875	6.875
Lacquer diluent	7.875	7.875	7.875

DAILY GASOLINE PRICES

Daily range of gasoline prices (cents per gallon) in tank cars, as reported in PLATT'S OILGRAM, Week Ended June 1, 1935

U.S.Motor, 62 octane & below (3rd grade):	May 27	May 28	May 29	May 31	June 1	
East Texas	4.625	4.625– 4.75	4.625– 4.75	4.625– 4.75	4.625– 4.75	.....
*North Texas	4.625– 4.75	4.625– 4.75	4.625– 4.75	4.625– 4.75	4.625– 4.75	.....
West Texas	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	.....
Oklahoma	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	.....
Mid-Western (Group 3 basis)	4.625– 4.75	4.625– 4.75	4.75 – 4.875	4.75 – 4.875	4.75 – 4.875	.....
U. S. Motor, 63-70 octane (regular):						
East Texas	.....	.....	.....	.....	.....	.....
*North Texas	5.50	5.50	5.50	5.50	5.50 – 5.625	.....
West Texas	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	.....
Oklahoma	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	.....
Mid-Western (Group 3 basis)	5.375– 5.625	5.375– 5.625	5.50 – 5.625	5.50 – 5.625	5.50 – 5.625	.....
Motor Gasoline, 60-64 octane						
New York harbor	6.00	6.00	6.00	6.00	6.00	.....
Philadelphia district	6.00	6.00	6.00	6.00	6.00	.....
Baltimore district	6.00	6.00	6.00	6.00	6.00	.....
Motor Gasoline, 65 octane & above						
New York harbor	6.25	6.25	6.25	6.25	6.25	.....
Philadelphia district	6.25	6.25	6.25	6.25	6.25	.....
Baltimore district	6.25	6.25	6.25	6.25	6.25	.....
U. S. Motor Gasoline						
Bradford-Warren (Western Penna.)	5.50 – 5.625	5.75 – 5.875	5.75 – 5.875	5.75 – 5.875	5.75 – 5.875	.....
Other districts (Western Penna.)	5.50 – 5.625	5.75 – 5.875	5.75 – 5.875	5.75 – 5.875	5.75 – 5.875	.....
Motor Gasoline, Minimum 60 octane						
Bradford-Warren (Western Penna.)	6.75 – 6.875	6.875– 7.00	6.875– 7.00	6.875– 7.00	6.875– 7.00	.....
Other districts (Western Penna.)	6.75 – 6.875	6.875– 7.00	6.875– 7.00	6.875– 7.00	6.875– 7.00	.....
Motor Gasoline, Minimum 65 octane						
Bradford-Warren (Western Penna.)	7.00 – 7.125	7.125– 7.25	7.125– 7.25	7.125– 7.25	7.125– 7.25	.....
Other districts (Western Penna.)	7.00 – 7.125	7.125– 7.25	7.125– 7.25	7.125– 7.25	7.125– 7.25	.....

*For shipment to Texas and New Mexico destinations; Group 3 prices are quoted on northern shipments.

TANK WAGON, SERVICE STATION MARKETS

Tax column includes 1c federal tax, state gasoline tax, also city and county taxes as indicated in footnotes, and inspection fees, as shown in general footnote. These prices in effect June 3, 1935, as posted by principal marketing companies at their headquarters offices, but subject to later corrections.

S. O. New Jersey

Essolene

	Consumer Tank Car	Dealer T.W.	Taxes	Posted S.S.	Kerosine T.W.
Atlantic City, N. J.	7.5	10	4	17.5	9
Newark, N. J.	6.8	9.3	4	16.8	7.5
Annapolis, Md.	7.1	9.6	5	18.1	10
Baltimore, Md.	6.6	9.1	5	17.6	8.5
Cumberland, Md.	8.1	10.6	5	19.1	12.7
Washington, D. C.	6.8	9.3	3	15.8	9.5
Danville, Va.	8.1	10.6	6	20.1	12.9
Norfolk, Va.	6.6	9.1	6	18.6	11.3
Petersburg, Va.	7.3	9.8	6	19.3	11.4
Richmond, Va.	7.3	9.8	6	19.3	11.7
Roanoke, Va.	8.3	10.8	6	20.3	12.9
Charleston, W. Va.	7.5	10	5	18.5	12.6
Parkersburg, W. Va.	6.8	9.3	5	17.8	11.2
Wheeling, W. Va.	8	10.5	5	19	12.2
Charlotte, N. C.	8.9	11.4	7	21.9	13.5
Hickory, N. C.	9.2	11.7	7	22.2	13.7
Mt. Airy, N. C.	9.2	11.25	7	21.5	13.8
Raleigh, N. C.	8.7	11.2	7	21.7	13.3
Salisbury, N. C.	9	9.3	7	18.3	13.6
Charleston, S. C.	6.7	9.2	7	19.7	11.3
Columbia, S. C.	8.5	11	7	21.5	13.2
Spartanburg, S. C.	8.9	10.05	7	19.3	13.5

Price basis to undivided dealers: Dealer t.w. price less 0.5c per gal.

Price basis to commercial consumers: Beginning Feb. 11, 1935, all new commercial consumers will be signed on following differentials over tank car price, on yearly purchases: up to 35,999 gals., 2.5c over t.c.; 36,000 to 119,999 gals., 2c; 120,000 to 239,999 gals., 1.5c; 240,000 to 479,999 gals., 1c; and over 480,000 gals., 0.5c.

Above prices apply only when deliveries are made in lots of 50 or 100 gals. at one time, depending on code region in which deliveries are effected.

If deliveries are made in less than these minimum quantities, s.s. price at time and place of delivery applies.

Non-contract customers will be billed at 2.5c over tank car price at time and place of delivery.

Kerosine Discount: 1c off t.w. price for 25 gals. or more, under contract thru territory (Baltimore City contract not necessary) except no discount in state of New Jersey.

Socony-Vacuum Oil Co., Inc.

(S. O. New York Division)

Socony Mobilgas

	†Posted Dealer T.W.	Taxes	Total Posted †Dealer T.W.	S.S	Kerosine T.W.
Metropolitan N. Y. City:					
Borough of Richmond (Staten Island)	9.55	*5	14.55	*18.3	7.25
Boroughs of Manhattan and Bronx	9.55	*5	14.55	*18.3	7.25
Kings and Queens	9.3	*5	14.3	*17.8	7.25
Albany, N. Y.	9.2	5	14.2	17.7	7.5
Binghamton, N. Y.	10	5	15	18.5	9.25
Buffalo, N. Y.	9.7	5	14.7	18.2	8
Jamestown, N. Y.	9.3	5	14.3	17.8	8
Plattsburg, N. Y.	10.2	5	15.2	18.7	8.5
Rochester, N. Y.	9.7	5	14.7	18.2	8.5
Syracuse, N. Y.	9.5	5	14.5	18	8.5
Danbury, Conn.	9.7	3	12.7	16.2	8
Hartford, Conn.	9.3	3	12.3	15.8	7.5
New Haven, Conn.	9.2	3	12.2	15.7	7.5
Bangor, Me.	10.1	5	15.1	19	8
Portland, Me.	9.5	5	14.5	18	7.5
Boston, Mass.	7.5	4	11.5	13.5	7
Concord, N. H.	10.2	5	15.2	18.7	8.25
Lancaster, N. H.	11.2	5	16.2	20	9.25
Manchester, N. H.	9.8	5	14.8	18.3	8.25
Providence, R. I.	9	3	12	15.5	7
Burlington, Vt.	11.2	5	16.2	19.7	8.5
Rutland, Vt.	11.1	5	16.1	19.6	9

*Plus 2% city sales tax computed at time of each sale.

†Prices are to "split" or "divided" dealers.

Discounts to dealers: thru territory, except New York City, off normal s.s. price, 4c to undivided dealers, and 3.5c to "split" dealers.

Effective May 1, 1935: In New York City, in Boroughs of Kings and Queens, to undivided dealers, 4c; in other boroughs, 4.25c; to split dealers, 0.5c less than to undivided dealers.

To commercial consumers: Effective Feb. 4, 1935, covering yearly purchases, billed at posted tank car price, plus these differentials: 2.5c for delivery of 1,200 to 36,000 gals.; plus 2c, for 36,000 to 120,000 gals.; plus 1.5c for 120,000 to 240,000 gals.; plus 1c for 240,000 to 480,000 gals.; plus 0.5c for 480,000 gals. and over. Those buying less than 1,200 gals. yearly, get retail s.s. price.

Atlantic Refining

Atlantic White Flash Plus Gasoline

	T.W.	Taxes	Total T.W.	S.S.	Kerosine T.W.
Philadelphia, Pa.	11	4	15	17	9
Pittsburgh, Pa.	12	4	16	18	10
Allentown, Pa.	11.5	4	15.4	17.5	10
Erie, Pa.	11	4	15	17	9
Scranton, Pa.	12	4	16	18	10
Altoona, Pa.	12	4	16	18	10
Dover, Del.	11.5	4	15.5	17.5	10
Wilmington, Del.	11.5	4	15.5	16.5	9
Boston, Mass.	9	4	13	14.5	7
Springfield, Mass.	9.2	4	13.2	16.7	7.5
Worcester, Mass.	9.3	4	13.3	16.8	7.5
Fall River, Mass.	9.2	4	13.2	16.7	7.5
Providence, R. I.	9	3	12	15.5	7
Hartford, Conn.	9.3	3	12.3	15.8	7.5
New Haven, Conn.	9.2	3	12.2	15.7	7.5
Atlantic City, N. J.	10	4	14	17.5	9
Camden, N. J.	9.5	4	13.5	17	8.5
Trenton, N. J.	9.6	4	13.6	17.1	8
Annapolis, Md.	9.6	5	14.6	18.1	9.5
Baltimore, Md.	9.1	5	14.1	17.6	8.5
Hagerstown, Md.	10.1	5	15.1	18.6	10
Richmond, Va.	9.8	6	15.8	19.3	11.7
Wilmington, N. C.	9.3	7	16.3	19.8	11.4
Brunswick, Ga.	7	7	14	15	*14
Jacksonville, Fla.	10.5	8	18.5	20.5	11.5

Dealer discounts: on Atlantic White Flash Plus gasoline, thru territory, divided dealers, price equal to 3.5c off posted s.s. price; undivided dealers, price equal to 4c off posted s.s. price; authorized dealers contracts previous to Aug. 19, 1933, price equal to 3c less than posted s.s. price, plus 1c rental.

Discounts to commercial consumers: Consumer t.w. accounts billed at full t.w. price, with these discounts, effective Dec. 4, 1934, on yearly purchases: 1800 to 36,000 gals., 1.5c; 36,000 to 120,000 gals., 2c; 120,000 to 240,000 gals., 3c; 240,000 to 480,000 gals., 3.25c; 480,000 gals. and over, 3.5c. Those buying less than 100 gals. get retail s.s. price.

*Georgia kerosine has 1c state tax, not included in above prices.

S. O. Ohio

Sohio X-70 Gasoline

Ohio statewide	12	5	17	19	*12.5
Franklin county	10	5	15	15	....

Renown (Third Grade Gasoline)

Ohio statewide	11.5	5	16.5	17.5	....

Counties off statewide gasoline schedule:

Butler, Champaign, Clark, Darke, Greene, Hamilton, Miami, Montgomery, Preble and Summit	12	5	17	19	....
Franklin county	8.5	5	13.5	13.5	....

Statewide Prices to Resellers & Agents

(On sliding scale basis, reflecting tank car price of 8.50 per gal. for 65-70 octane).

Including taxes	†Undivided Accounts	Divided Accounts	**Authorized Agents
Sohio X-70	15.5	16	16
Renown (3rd grade)	15	15.5	15.5

Note: On single deliveries of motor gasolines under 25 gallons, to t.w. consumers, s.s. price applies.

Sales tax: Ohio's 3% sales tax, effective Jan. 27, 1935, is added "where assessable, to regular posted prices", S. O. Ohio says.

*Kerosine prices include 1c state tax. Kerosine t.w. price in Hardin and Wyandot counties is 11.5c.

†Excluding authorized agents.

**Excluding 0.5c rental.

Discounts to contract tank wagon consumers only: on all motor gasolines, effective Dec. 1, 1934, off t.w. price, on deliveries per month: 1,000 to 9,999 gals., 1.5c per gal. 10,000 gals. and over, 2.5c. Under 1,000 gals., full t.w. price. Single deliveries of less than 25 gals., full s.s. price.

Discounts on kerosine: to dealers and commercial consumers, 3c per gal. off t.w. price, any quantity

S. O. Kentucky

Crown Gasoline

	T.W.	Taxes	Total T.W.	S.S.	Kerosine T.W.
Lexington, Ky.	13	6	19	21	10
Louisville, Ky.	12	6	18	20	10
Paducah, Ky.	12	6	18	20	7
Covington, Ky.	12	6	18	19.5	11.5
Jackson, Miss.	12	7	19	21	*11
Vicksburg, Miss.	12	7	19	21	*14.5
Birmingham, Ala.	13	*8	21	23	10
Mobile, Ala.	12	*8	20	22	11
Montgomery, Ala.	13	*9	22	24	*15.5
Macon, Ga.	12.5	7	19.5	21	*13
Atlanta, Ga.	11	7	18	20	*12
Augusta, Ga.	12	7	19	20	*13
Savannah, Ga.	11.5	7	18.5	20.5	*14
Jacksonville, Fla.	10.5	8	18.5	20.5	11.5
Miami, Fla.	10.5	8	18.5	20.5	13.5
Tampa, Fla.	10.5	8	18.5	20.5	12.5
Pensacola, Fla.	11	*9	20	22	11.5

Kyso (Third Grade)

Lexington, Ky.	12	6	18	19.5	....
Louisville, Ky.	11	6	17	18.5	....
Paducah, Ky.	10	6	16	17	....
Covington, Ky.	11	6	17	18	....
Jackson, Miss.	11	7	18	19.5	....
Vicksburg, Miss.	10.5	7	17.5	19	....
Birmingham, Ala.	11.5	*8	19.5	21	....
Mobile, Ala.	10.5	*8	18.5	20	....
Montgomery, Ala.	11	*9	20	21	....
Atlanta, Ga.	8	7	15	16.5	....
Augusta, Ga.	8.5	7	15.5	17	....
Macon, Ga.	10.5	7	17.5	18	....
Pensacola, Fla.	9.5	*9	18.5	20	....

Dealer Discount: off posted s.s. price, on Crown and Crown Ethyl gasolines to "undivided" dealers 4c; on Kyso, 3c. To "divided" dealers: Crown and Ethyl, 3.5c, and Kyso, 2.5c, all effective on or about Jan. 1, 1934.

Discounts to tank wagon consumers: all single deliveries of 25 gals. or less, get posted s.s. price; all single deliveries of 25 gals. or more, to be billed at posted t.w. price, plus following discounts, off posted t.w. price: Ethyl and Crown gasoline, 25 to 2,999 gals. monthly, 1.5c; Kyso, 1c; 3,000 to 24,999 gals., Ethyl and Crown, 2c; Kyso, 1.5c; 25,000 gals. or more, Ethyl and Crown, 3c; and Kyso, 2.5c.

**Taxes*: in the tax column is included these city and county gasoline taxes at the following points; Birmingham, 1c city; Mobile, 1c city; Montgomery, 1c city and 1c county; Pensacola, 1c city. Georgia and Mississippi kerosine prices include 1c state tax Montgomery kerosine price includes ½c city tax.

S. O. Indiana

Standard Red Crown Gasoline

Chicago, Ill.	11.2	4	15.2	17.2	9.8
Decatur, Ill.	11.2	4	15.2	17.2	9.8
Joliet, Ill.	11.2	4	15.2	17.2	9.8
Peoria, Ill.	11.2	4	15.2	17.2	9.8
Quincy, Ill.	11	4	15	17	9.6
Indianapolis, Ind.	12.1	*5	17.1	19.1	‡14.5
Evansville, Ind.	11.9	*5	16.9	18.9	‡14.3
South Bend, Ind.	12.3	*5	17.3	19.3	‡12.3
Detroit, Mich.	12.7	4	16.7	18.7	9.3
Grand Rapids, Mich.	12.6	4	16.6	18.6	9.3
Saginaw, Mich.	12.8	4	16.8	18.8	9.3
Green Bay, Wisc.	11.9	5	16.9	18.9	10.5
Milwaukee, Wisc.	11.5	5	16.5	18.5	10.1
La Crosse, Wisc.	11.6	5	16.6	18.6	10.2
Minneapolis, Minn.	11.6	4	15.6	17.6	10.2
Duluth, Minn.	12	4	16	18	10.6
Mankato, Minn.	11.6	4	15.6	17.6	10.2
Des Moines, Iowa.	11	4	15	17	9.6
Sioux City, Iowa.	11.2	4	15.2	17.2	9.8
Davenport, Iowa.	11.2	4	15.2	17.2	9.8
Mason City, Iowa.	11.4	4	15.4	17.4	10
St. Louis, Mo.	10.9	†4	14.9	16.9	7.8
Kansas City, Mo.	10.6	†4	14.6	16.6	7.8
St. Joseph, Mo.	10.6	†4	14.6	16.6	10.2
Fargo, N. D.	12.6	4	16.6	18.6	11.2
Minot, N. Dak.	13.8	4	17.8	19.8	12.4
Huron, S. Dak.	12.1	*5	17.1	19.1	10.7
Wichita, Kans.	10.1	4	14.1	13.9	6.3

Note: Kerosine s.s. prices are generally 3c above normal t.w. price.

Stanolind Gasoline (Third Grade)

Decatur, Ill.	10.2	4	14.2	15.6	....
Peoria, Ill.	10.2	4	14.2	14.2	....

Above prices include these inspection fees on both gasoline and kerosine, per gallon, figured on basis of 50 gallons per barrel:

Alabama, 1/40c on gasoline, 1/2c on kerosine; Arkansas, 1/5c per gal. in a single barrel, 1/20c per gal. in bulk; Florida, 1/8c; Illinois, 3/100c; Indiana, 1/2c per gal. in a single barrel; 3/10c per gal. in lots of 2 to 10 bbls., 1/5c for 10 to 50 bbls., 2/25c for over 50 bbls.; Kansas, 1/50c, (3/50c can be charged to meet inspection department expenses); Louisiana, 1/32c; Minnesota, 1/25c; Missouri, 3/100c; Nebraska, 3/100c; Nevada, gasoline, 1/20c; North Carolina, 1/4c; North Dakota, 1/20c; Oklahoma, 2/25c per gal. in lots of more than 50 bbls., 1/5c in lots less than 50 bbls.; South Carolina, 1/8c; South Dakota, 1/10c; Tennessee 2/5c; and Wisconsin, 1/25c.

Kerosine inspection fee only: Iowa, 2/25c; Michigan, 4/5c per gal. for first 2 bbls.; 3/5c for next 3; 2/5c for next 5; 3/10c for next 15, and 1/5c per gal. in lots over 25 bbls.

TANK WAGON, SERVICE STATION MARKETS

Tax column includes 1c federal tax, state gasoline tax, also city and county taxes as indicated in footnotes, and inspection fees, as shown in general footnote. These prices in effect June 3, 1935, as posted by principal marketing companies at their headquarters offices, but subject to later corrections.

S. O. Indiana (Cont'd)

Stanolind Gasoline (Third Grade)

	T.W.	Taxes	Total T.W.	S.S.	Kerosine T.W.
Evansville, Ind.	10.9	*5	15.9	17.7	....
Indianapolis, Ind.	11.1	*5	16.1	17.9	....
Des Moines, Iowa	8.3	4	12.3	16	....
Detroit, Mich.	11.7	4	15.7	17.2	....
Grand Rapids, Mich.	10.9	4	14.9	16.9	....
Duluth, Minn.	11	4	15	16.8	....
Huron, S. D.	11.1	*5	16.1	17.9	....
Wichita, Kans.	7.4	4	11.4	12	....

†St. Louis, Kansas City and St. Joseph prices include 1c city tax. ‡Includes 4c state tax.

*South Dakota gasoline and kerosine prices include 0.1c for sales tax. Indiana t.w. and s.s. gasoline prices include 0.2c for chain store tax.

Discounts: Effective Dec. 1, 1934, thru territory except Michigan, effective Apr. 1, 1935, maximum discounts to controlled and uncontrolled dealers and undivided gasoline accounts, off s.s. price at normal points, Ethyl and Red Crown gasoline, 3.5c; Stanolind 2.5c; at points where prices are more than 1c subnormal, 0.5c less. Divided gasoline accounts get 0.5c less per gallon. In case of lease and agency and AAA accounts, the above discounts include the 0.5c per gal. rental allowance.

Discounts to commercial consumers: effective Jan. 1, 1935, thru territory, except Michigan effective Feb. 1, on purchases per month, discount off t.w. price; all gasolines, 25 to 1,000 gals., at t.w. price; 1,000 gals. or more, 1.5c off t.w. on Ethyl and Red Crown, and 0.5c on Stanolind. Purchases of less than 25 gals. get regular s.s. price.

S. O. Nebraska

Standard Red Crown Gasoline

Omaha, Neb.	11.6	6	17.6	19.6	10.1
McCook, Neb.	12.3	6	18.3	20.3	10.8
Norfolk, Neb.	12	6	18	20	10.5
North Platte, Neb.	12.4	6	18.4	20.4	10.9
Scottsbluff, Neb.	13.1	6	19.1	21.1	11.6

Reliance Gasoline (Third Grade)

Omaha, Neb.	9.9	6	15.9	15.9	....
McCook, Neb.	11.3	6	17.3	18.8	....
Norfolk, Neb.	11	6	17	19	....
North Platte, Neb.	11.4	6	17.4	19.4	....
Scottsbluff, Neb.	12.1	6	18.1	20.1	....

Discount to dealers: where service station gasoline prices are normal, resellers' allowance off service station prices are (*Maximum* over-all, including rent) as follows: Reliance, 2½c; Standard Red Crown, and Red Crown Ethyl, 3½c. Where service station gasoline prices are below normal, resellers' allowances are reduced one-half of the amount below normal, down to the following (*Minimum* over-all including rent): Reliance, 2c, Standard Red Crown and Red Crown Ethyl 3c.

Discounts to consumers: for tank wagon deliveries covered only by Standard Commercial Consumer Contract, effective January 1, 1935.

S. O. Louisiana

Essolene

	Posted Tank Car	Dealer T.W.	Taxes	Posted S.S.	Kerosine T.W.
Little Rock, Ark.	7	9.25	7.5	20	10
Alexandria, La.	7	9.5	*8	21	*10
Baton Rouge, La.	7	9.5	*7	20	*12
New Orleans, La.	7	9.5	*8	21	*13
Lake Charles, La.	7.5	10	*8	21.5	*12
Shreveport, La.	6.5	9	*7	19.5	*12
Lafayette, La.	7.5	10	*8	21.5	*12
Bristol, Tenn.	8.3	9.85	8	20.6	14
Chattanooga, Tenn.	9	11.5	8	23	11
Knoxville, Tenn.	9.5	12	8	23.5	13.5
Memphis, Tenn.	7.5	10	8	21.5	10.5
Nashville, Tenn.	8.5	11	8	22.5	13

*Baton Rouge and Shreveport gasoline tax includes 5c state tax, 1c federal tax, and 1c parish tax; Alexandria, Lake Charles, Lafayette and New Orleans, 2c parish tax. Louisiana kerosine prices include 1c state tax; New Orleans kerosine includes also 1c parish tax.

Price basis to dealers: Undivided dealers get dealer price, less 0.5c.

Price basis to commercial consumers: Effective Feb. 11, 1935, commercial consumers not under contract will be billed at 2.5c per gal. above posted bulk plant tank car price at time and place of delivery in lots of 50 gals. or more at one time. Contract customers will be billed at following differentials over tank car price, on yearly purchases: up to 35,999 gals., 2.5c over tank car price; 36,000 to 119,999 gals., 2c over; 120,000 to 239,999 gals. 1.5c; 240,000 to 479,999 gals., 1c; 480,000 gals. and over, 0.5c.

On single deliveries to all classes of commercial consumers, of less than 50 gals., s.s. price at time and place of delivery applies.

Magnolia Petroleum

Mobilgas

	T.W.	Taxes	Total T.W.	S.S.	Kerosine T.W.
Muskogee, Okla.	11	5	16	18	8
Oklahoma City	11	5	16	18	8
Tulsa, Okla.	11	5	16	18	8
Fort Smith, Ark.	9.5	†5	14.5	18	8.5
Little Rock, Ark.	9.5	7.5	17	20	8.5
Texarkana, Ark.	10.5	*5	15.5	17.5	8.5
Dallas, Tex.	10	5	15	17	8
Ft. Worth, Tex.	10	5	15	17	8
Houston, Tex.	10	5	15	17	8
San Antonio, Tex.	10	5	15	17	8
El Paso, Tex.	12	5	17	19	10
Santa Fe, N. M.	13.5	**7	20.5	22.5	13
Roswell, N. M.	12.5	††6.5	19	21	10

Metro Gasoline (Third Grade)

Muskogee, Okla.	8	5	13	15	....
Oklahoma City	8	5	13	15	....
Tulsa, Okla.	8	5	13	15	....
Fort Smith, Ark.	9	5	14	16.5	....
Little Rock, Ark.	9	7.5	16.5	18.5	....
Texarkana, Ark.	7.5	5	12.5	14.5	....
Dallas, Tex.	7	5	12	14	....
Ft. Worth, Tex.	7	5	12	14	....
Houston, Tex.	8	5	13	15	....
San Antonio, Tex.	7	5	12	14	....
El Paso, Tex.	10	5	15	17	....
Santa Fe, N. M.	11.5	**7	18.5	20.5	....
Roswell, N. M.	10.5	††6.5	17	19	....

*In Texarkana, 4c Texas tax applies; outside Texarkana, 6.5c Arkansas tax applies.

†In Fort Smith, 4c Oklahoma tax applies outside Fort Smith, 6.5c Arkansas tax applies.

**Includes 1c city tax.

††Includes 0.5c city tax.

Note: *Price basis to dealers* off s.s. price in t.w., bulk or bbl. deliveries, on Mobilgas and Ethyl, normally: to 100% dealers, 4c; to divided dealers, 3.5c. On Metro gasoline in Texas, Oklahoma and New Mexico: to 100% dealers, 3c; to divided dealers, 2.5c. On Metro, in Arkansas and Louisiana: to 10% dealers 3c.

Price basis to consumers: All grades of gasoline invoiced at consumer's t.w. price, which normally is 2c less than s.s. price, less following contract quantity discounts at end of month, on monthly purchases: thru Texas, Oklahoma and New Mexico: 3,001 to 10,000 gals., Mobilgas and Ethyl, 1c, Metro, 0.5c; 10,001 gals. and over, Mobilgas and Ethyl, 2c, Metro, 1c; 25 to 3,000 gals., no discount. Thru Arkansas and Louisiana, on Mobilgas and Ethyl, following basis will apply, on an estimated monthly consumption, differentials figured over posted tank car delivered price: 50 to 3,000 gals., 2.5c over; 3,001 to 10,000 gals., 2c; 10,001 to 20,000 gals., 1.5c; 20,001 to 40,000 gals., 1c; 40,001 gals. or more, 0.5c per gal. over. Deliveries are 25 gals. or more in Texas, Oklahoma, and N. Mex., and 50 gals. or more in Ark. and La.

Continental Oil

Conoco Bronze Gasoline

Denver, Colo.	13	5	18	20	13
Pueblo, Colo.	12	5	17	19	13
Grand Junc., Colo.	15.5	5	20.5	22.5	15
Casper, Wyo.	13.5	5	18.5	20.5	11.5
Cheyenne, Wyo.	13.5	5	18.5	20.5	13
Billings, Mont.	14.5	6	20.5	22.5	16.5
Butte, Mont.	16	6	22	24	17.5
Great Falls, Mont.	14.5	6	20.5	22.5	17.5
Helena, Mont.	16.5	6	22.5	24.5	17.5
Salt Lake City, Utah	16	5	21	23	16
Boise, Ida.	16.5	6	22.5	24.5	18
Twin Falls, Ida.	16.5	6	22.5	24.5	18
Albuquerque, N. M.	13.5	†6.5	20	22	13

Demand (Third Grade)

Denver, Colo.	11	5	16	18	....
Cheyenne, Wyo.	11.5	5	16.5	18.5	....
Helena, Mont.	14.5	6	20.5	22.5	....
Salt Lake City, Utah	14	5	19	21	....
Boise, Ida.	14.5	6	20.5	22.5	....
Albuquerque, N. M.	11.5	†6.5	18	20	....

†Includes city tax of 0.5c.

Discounts: effective March 1, 1934, on gasolines, thru territory, off s.s. price: to "undivided" dealers: Ethyl and Conoco Bronze, 4c; Demand, 3c; to "divided" dealers: Ethyl and Conoco Bronze, 3.5c; Demand, 2.5c.

S. O. California

	T.W.	Taxes	Total T.W.	S.S.	Kerosine T.W.
Standard Gasoline					
San Francisco, Cal.	12.5	4	16.5	18.5	11.5
Los Angeles, Cal.	12	4	16	18	10.5
Fresno, Cal.	13	4	17	19	12
Phoenix, Ariz.	14	6	20	22	†18
Reno, Nev.	13	5	18	20	13
Portland, Ore.	13	6	19	21	13.5
Seattle, Wash.	13	6	19	21	13.5
Spokane, Wash.	16	6	22	24	16.5
Tacoma, Wash.	13	6	19	21	13.5
Flight Gasoline (Third Grade)					
San Francisco, Cal.	10.5	4	14.5	16.5	....
Los Angeles, Cal.	10	4	14	16	....
Fresno, Cal.	11	4	15	17	....
Reno, Nev.	11	5	16	18	....
Phoenix, Ariz.	12	6	18	20	....
Portland, Ore.	11	6	17	19	....
Seattle, Wash.	11	6	17	19	....
Spokane, Wash.	14	6	20	22	....
Tacoma, Wash.	11	6	17	19	....

†Includes 5c state tax.

Discounts: on gasoline: on Stanavo Aviation, Standard Ethyl, and Standard gasolines, to 100% dealers, 2c below t.w. price; on Flight, 1c per gal. below t.w. To "split" dealers, all brands gasoline 1c below t.w.

On kerosine: tank car delivery, 3.5c off t.w. price to all classes of trade; transport truck and trailer deliveries, 3.5c below t.w. to resellers; plant deliveries to jobbers, 3c below t.w.

Canada

Prices of Imperial Oil Ltd.

Per Imperial Gallon, which is 1.2 U. S. Gallons

Imperial Three Star Gasoline

	T.W.	Taxes	Total T.W.	S.S.	Kerosine T.W.
Hamilton, Ont.	16	6	22	25	17.5
Toronto, Ont.	16	6	22	25	17.5
Brandon, Man.	23.3	7	30.3	33.3	21.8
Winnipeg, Man.	21.7	7	28.7	31.7	20.2
Regina, Sask.	23	7	30	33	21.5
Saskatoon, Sask.	25.8	7	32.8	35.8	24.3
Edmonton, Alta.	25.2	7	32.2	35.2	23.7
Calgary, Alta.	22.5	7	29.5	32.5	21
Vancouver, B. C.	20	7	27	30	24
Montreal, Que.	18	6	24	27	17
St. John, N. B.	18	8	26	30	19.5
Halifax, N. S.	18	8	26	30	19.5

Discount to dealers and A.R.D. Accounts:

On gasoline, effective May 14, 1934: in Maritime Provinces, all dealers get 4c off s.s. price; in all other provinces, open dealers get 3c off s.s. price and 1c additional to 100% accounts.

Aviation Gasoline

Following are tank car and/or tank wagon prices of aviation gasoline in principal marketing territories (Stanavo aviation in all territories except Continental Oil and Magnolia Pet. Co.) Tax column includes 1c federal tax, and state tax; also municipal taxes as indicated in footnotes.

Effective June 3, 1935

S. O. New Jersey

	Tank Car	T.W.
Bayonne, N. J.	9.5	12
Baltimore, Md.	9.5	12
Washington, D. C.		12.6
Richmond, Va.		13.5
Greensboro, N. C.		14.9
Raleigh, N. C.		14.6
Charleston, W. Va.		14.2
Colonial Beacon Oil Co.		
Brooklyn, N. Y.		12 8
Buffalo, N. Y.		13 7
Boston, Mass.		13.5

(Continued on next page)

TANK WAGON, SERVICE STATION MARKETS

Tax column includes 1c federal tax, state gasoline tax, also city and county taxes as indicated in footnotes, and inspection fees, as shown in general footnote. These prices in effect June 3, 1935, as posted by principal marketing companies at their headquarters offices, but subject to later corrections.

S. O. Pennsylvania

	T.W.
Philadelphia, Pa.	14.1
Pittsburgh, Pa.	14.9

S. O. Louisiana

	Tank Car
F.O.B. Tulsa	8.5

All above prices do not include state or federal taxes.

Note: S.s. prices in above four territories are generally 6c over t.w. prices. Following discounts apply for t.w. deliveries, on monthly purchases, off t.w. price: 3,000 to 10,000 gals., 0.5c; 10,000 to 20,000 gals., 1c; 20,000 to 40,000 gals., 1.5c; and over 40,000 gals., 2c. Consumer t.w. price is generally tank car price, plus freight, plus 2.5c per gal.

S. O. Ohio

	T.W.	Tax	Total T.W.
Thru Ohio: (To Commercial Consumers) Stanavo Ethyl Aviation (73 Octane):	15.5	5	20.5

Discounts: For delivery on contract to hangar operators and resellers: 2c below commercial consumer posted t.w. price.

S. O. Indiana

Chicago, Ill.	13.6	4	17.6
Indianapolis, Ind.	14.5	5	19.5
Detroit, Mich.	15.1	4	19.1
Milwaukee, Wisc.	13.9	5	18.9
Minneapolis, Minn.	14	4	18
St. Louis, Mo.	13.3	3	16.3
Kansas City, Mo.	13	*4	17
Fargo, N. D.	15	4	19
Huron, S. D.	**14.5	5	19.5
Wichita, Kans.	12.5	4	16.5

*Includes 1c city tax.
**Includes 0.1c to cover sales tax.

Magnolia Petroleum

Dallas, Tex.	13	5	18

Humble Oil & Refining Co.

	Tank Car
Baytown, Tex. (exclusive of taxes)	8.2

Continental Oil Co.

	T.W.	Tax	Total T.W.
Denver, Colo.	16	5	21
Cheyenne, Wyo.	16.5	5	21.5
Helena, Mont.	20	6	25.5
Salt Lake City, Utah	19	5	24
Albuquerque, N. M.	16.5	*6.5	23

*Includes city tax of 0.5c.

S. O. California

Phoenix, Ariz.	15.5	6	21.5
Los Angeles, Cal.	13	4	17
San Francisco, Cal.	13.5	4	17.5
Reno, Nev.	15	5	20
Portland, Ore.	14	6	20
Seattle, Wash.	14	6	20
Spokane, Wash.	17	6	23

Note: For discounts, etc., see note under Standard and Flight gasoline above.

Naphtha

In Effect June 3, 1935

(In Tank Wagon or Steel Barrels; In Cents per Gallon)

	Mineral Spirits	V.M.&P. Naphtha	Cleaner Naphtha		*Solvent
Altoona, Pa.	....	....	....	....	17
Baltimore (net)	11	....	....	....	11
Boston (net)	11	13	13		11
Bridgeport	....	....	....		13.5
Buffalo (net)	....	....	....		14
Chicago	13.7	15	15		15
Detroit	†17.4	†17.6	†18.6		17.5
Kansas City	14	15.6	16.4		19.3
Lancaster, Pa.	....	....	....		17
Milwaukee	19.5	†21.1	21.9		18.5
Minneapolis	†19.8	†21.3	†22.1		†15.9
Newark (net)	13	....	....		13
New York (net)	11	13	13		11
Philadelphia (net)	11.5	13	13		11.5
Providence (net)	11	11	....		11
Rochester (net)	11	....	....		11
St. Louis	14.7	16.3	17.1		13
Syracuse	....	....	....		16

Petroleum Spirits (Solvent)

In Tank Cars (F.o.b. refinery or seaboard terminal)	
New York Harbor	9
Philadelphia district	9
Providence	9

Note: 2c off above t.w. prices to large buyers in some instances.

*In the East, prices apply on product generally known as Mineral Spirits; in the middlewest, prices apply on Stanosol (S. O. Indiana grade of Stoddard Solvent).

†At the following points, these taxes and/or discounts apply on the products specified: Detroit, first three products include 3c state tax, prices applying on 150 gals. or more, with prices 1c higher for less than 150 gals.; Milwaukee, V.M.&P. price includes 4c state tax; Minneapolis, first 3 products include 3c state tax; price for solvent for less than 100 gals. is 1c higher.

Latest Changes

From May 28 to June 3 inclusive. Dates and amounts of changes shown. See table for full current prices. Changes are on gasoline unless kerosine is indicated.

S. O. New Jersey—Essolene:

Wheeling, consumer t. c. up 0.2c, t. w. and s. s. up 0.5c, May 29.

S. O. New York—Socony Mobilgas:

Boston, dealer t. w. cut 1c, s. s. cut 2c, May 28; dealer t. w. cut 0.5c, s. s. cut 1c, May 31.

Atlantic Refining—White Flash Plus:

Boston, s. s. cut 2c, May 28.

S. O. Ohio—X-70 and Renown:

Thru Ohio, see general change, page 45, May 29 issue.

X-70:

Thru Franklin County, t. w. cut 2c, s. s. cut 4c, June 1.

Renown:

Thru Franklin County, t. w. cut 3c, s. s. cut 4c, June 1.

Magnolia Petroleum—Metro:

Texarkana, cut 1c, May 29.

Thru Arkansas, kerosine, up 0.5c, June 1.

Corrections

Notation of amount of change and dates not previously shown in table. Table in this issue is corrected to show these changes. Changes are on gasoline unless kerosine is indicated.

S. O. New York—Socony Mobilgas:

Bangor, s. s. up 0.3c, May 7.

Lancaster, dealer t. w. cut 0.25c, s. s. cut 0.2c, May 14.

Kerosine:

Bangor, cut 1.5c, May 7.
Portland, cut 1.25c, May 7.
Concord, cut 1c, May 7.
Lancaster, cut 0.5c, May 7.
Manchester, cut 0.75c, May 7.
Danbury, cut 0.25c, May 7.
Syracuse, cut 0.25c, May 10.

Atlantic Refining—White Flash Plus:

Camden, up 0.2c, May 24.
Wilmington, Del., s. s. cut 1c, May 27.
Brunswick, cut 3c, May 27.

S. O. Nebraska—Reliance:

General advance thru Nebraska May 15 included a 1c advance on s.s. only at McCook; and at Omaha, t.w. up 0.2c and s.s. up 2.2c instead of information published on page 77 of May 22 issue.

Also, s.s. at McCook cut 0.5c, May 9 instead of up.

S. O. Louisiana—Essolene:

Nashville, dealer t. w. up 0.75c, s. s. up 1.5c, May 21.

Thru Tennessee, dealer t. w. up 0.25c. to 0.75c, s. s. up 0.5c to 1.5c, May 22, except Nashville and Bristol unchanged.

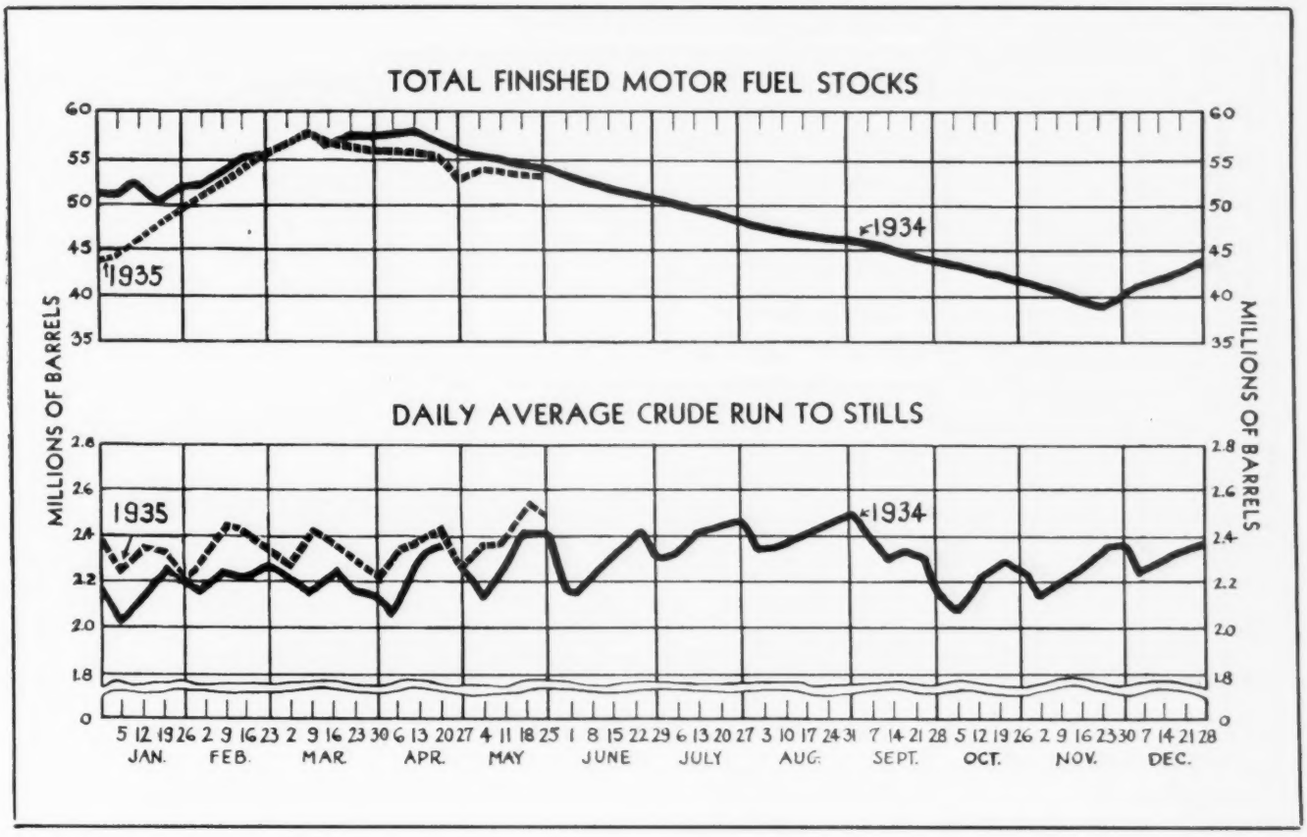
Dealer t.w. cut 0.5c, s.s. cut 1c, May 31.

Canadian Coal Men Ask 2-Cent Fuel Tax

VANCOUVER, B. C.—At a two-day session of the Canadian Tariff Board here inquiring into the tariff status of automobiles and petroleum products, the British Columbia coal industry urged the imposition of a tariff of 2 cents per gallon on imported fuel oil and alleged that since 1920 the coal industry had been in the doldrums because of the extensive use of imported fuel oil. They alleged that fuel was being sold in British Columbia at less than the laid-down cost of crude oil and that the consumer of gasoline was being charged a higher price to make up this loss.

Strenuous opposition to the imposition of such a tariff was made by the railways, the large hotels and the pulp and paper industry. It was stated that the Canadian Pacific Railway annually uses 654,000 barrels of fuel oil on its railway, 502,000 barrels on coast vessels and 273,000 barrels on its trans-Pacific vessels. The railway claimed it would cost $1,300,000 to establish coal bunkering equipment if a change over were made to coal, and that the operating costs would be increased enormously.

U. S. Crude Runs and Gasoline Stocks as Reported Weekly by A. P. I.


TOTAL FINISHED MOTOR FUEL STOCKS
MILLIONS OF BARRELS
1935
1934
DAILY AVERAGE CRUDE RUN TO STILLS
MILLIONS OF BARRELS
1935
1934
5 12 19 26 2 9 16 23 2 9 16 23 30 6 13 20 27 4 11 18 25 1 8 15 22 29 6 13 20 27 3 10 17 24 31 7 14 21 28 5 12 19 26 2 9 16 23 30 7 14 21 28
JAN. FEB. MAR. APR. MAY JUNE JULY AUG. SEPT. OCT. NOV. DEC.

Refinery Crude Runs Cut 60,000 Barrels

NEW YORK, June 4 CRUDE runs to stills decreased 60,000 barrels daily average the week ended June 1, to 2,476,000 barrels, according to the American Petroleum Institute. This is at 89.5 per cent of the country's refining plants, operating the past week at 72.7 per cent capacity.

Bulk stocks of motor fuel increased 192,000 barrels, standing at 64,788,000 barrels on June 1. A decline of 975,000 barrels in refinery stocks was offset by an increase of 928,000 barrels in in-transit and terminal stocks of motor fuels, which totaled, respectively, 33,232,000 barrels and 19,948,000 barrels the past week end. Stocks of unfinished gasoline gained 99,000 barrels, to 6,178,000 barrels, and of other motor fuel 140,000 barrels, to 5,430,000 barrels.

Total finished motor fuel stocks were reduced 47,000 barrels, these stocks amounting to 53,180,000 barrels on June 1. The largest addition to stocks was in East Coast plants where they gained 460,000 barrels. Indiana-Illinois-Kentucky plants added 120,000 barrels. The large decreases were in the Texas Gulf and California, where stocks fell 349,000 barrels and 337,000 barrels respectively.

Crude runs in California declined 56,000 barrels daily and in Inland Texas plants 24,000 barrels. East Coast and Indiana-Illinois-Kentucky plants increased runs 25,000 barrels each.

Current Refinery Operations

Districts	Per Cent Capacity Reporting	Daily Average Crude to Stills (Barrels) Week Ended		Per Cent of Reporting Capacity Operated Week Ended		Stocks (Thousands of Barrels) Total Finished Motor Fuel*		Total Finished Gas & Fuel Oil		Cracked Gasoline Production % Total Capacity Reporting	Daily Av. Production (Barrels) Week Ended	
		June 1	May 25	June 1	May 25	June 1	May 25	June 1	May 25		June 1	May 25
East Coast	100.0	531,000	506,000	86.8	82.7	16,849	16,389	9,967	9,458	87.8	84,000	88,000
Appalachian	94.8	92,000	109,000	63.0	74.7	2,123	2,073	686	664	98.7	18,000	25,000
Ind., Ill., Ky.	95.9	343,000	319,000	80.9	75.2	9,502	9,382	4,254	4,302	96.8	107,000	107,000
Okla., Kans., Mo.	84.8	249,000	257,000	64.8	66.9	5,453	5,476	4,103	4,048	89.1	51,000	64,000
Inland Texas	48.5	70,000	94,000	43.8	58.8	1,206	1,331	1,898	1,865	70.9	23,000	25,000
Texas Gulf	96.4	500,000	510,000	84.0	85.7	5,692	6,041	9,280	9,060	98.5	123,000	120,000
La. Gulf	96.4	121,000	119,000	74.2	73.0	1,452	1,345	3,428	3,381	96.1	18,000	19,000
No. La., Ark.	90.0	59,000	53,000	81.9	73.6	299	264	292	277	95.7	9,000	7,000
Rocky Mt.	61.9	42,000	44,000	70.0	73.3	1,002	987	782	772	84.8	12,000	11,000
California	92.8	469,000	525,000	59.4	66.5	9,602	9,939	64,046	63,830	100.0	46,000	50,000
TOTAL	89.5	2,476,000	2,536,000	72.7	74.5	53,180	53,227	98,736	97,657	92.5	491,000	516,000

*Includes stocks at refineries, in bulk terminals, pipe lines and in transit.

Fuel Oil Prices Reflect Seasonal Decline in Consumption

FUEL oil markets of the country began to reflect the seasonal trend toward lower prices last week. In the early weeks of May prices worked higher contrary to the seasonal trend.

Increased offerings and lack of buying support, a combination that almost always means lower prices, was apparent in many sections and resulted in fractional reductions.

The Pennsylvania market, however, was in a position to withstand the decline in buying as many refiners had been behind in their shipments. Both fuel oil and kerosine were available for immediate shipment while two weeks ago both commodities were difficult to obtain. Some reports indicated that small quantities of kerosine were available at lower prices, but no sales at lower prices were confirmed.

* * *

TULSA, June 1.—Mid-Continent fuel oils missed the support of jobber buying for agricultural use the last week of May. It has been this type of buying that has kept light oil prices at present levels over the past month. With this support gone, the market was showing signs of slipping. Use of light oils for heating was not sufficiently widespread to keep the slack out of the market.

East Texas distillate again was a factor in the market after several weeks of dormancy. Increased offerings were a direct result of lack of buying and the necessity of keeping current production moving.

Prime white distillate (No. 1 oil) was selling 0.125 cent lower in East Texas and Oklahoma.

No. 2 oil was holding as a result of light production. Demand was negligible.

U. G. I. gas oil was more freely offered by East Texas refiners. Most quotations, however, continued at 2.5 to 2.625 cents, f.o.b. plant. Prices for this commodity were steady in other districts.

Heavy oil prices were steady at generally unchanged levels.

* * *

NEW YORK, June 1.—Off-season activity in fuel oils remained at a fairly good level in the week ended June 1 with tank car prices generally unchanged until the last day of the week.

Effective June 1, price revisions in all grades of domestic fuel oils were made by most companies operating along the eastern seaboard. Early in May, major marketing companies had announced a new retail price schedule, effective June 1, and the changes in tank car and barge prices occurred coincident with the retail schedule.

In general, the tank car changes amounted to reductions of 0.25 cent a gallon, while barge prices were off 0.125 to 0.25 cent. Some companies made no changes, their quotations having already been lowered in line with the changes proposed for June 1.

* * *

CHICAGO, June 1.—Slow movement and increased offerings were leaving their mark on the market for fuel oils in the middle west.

Slight price revisions downward were recorded in the market for No. 1 prime white oil, and slack apparently was increasing as the week ended. Light grades of fuel oil from East Texas were reported entering the market in larger volume.

Demand for distillate and gas oil fell off considerably in the week ended June 1.

Heavy fuel oils were holding the price position which has been noted for the past several months, although demand was reported slow in most quarters.

Heating Oil

Following are tank wagon prices of various grades of heating oil at the points shown in various territories. Prices are in cents per gallon.

Prices in Effect June 3, 1935

	No. 1	No. 2	No. 3	No. 4
S. O. New Jersey				
Newark, N. J.	7.5	6	6	6
Atlantic City, N. J.	8	6.5	6.5	6
Baltimore, Md.	7.5	6	6	5.5
Washington, D. C.	8	6.5	6.5	6.5

Discounts: At Newark and Atlantic City, purchasers taking 50,000 gals. get discount of 0.5c per gal.

Socony-Vacuum Oil Co., Inc. (S. O. New York Division)				
New York City	7.25	6.25	6.25	5.75
Albany, N. Y.	7.5	6.5	6.5	6.5
Rochester, N. Y.	8.5	7	7	7
Boston, Mass.	7	6.25	6.25	6.25
Bangor, Me.	9.5	6.5	6.5	6.5
Manchester, N. H.	9	7.25	7.25	7.25
Burlington, Vt.	8.5	7	7	7
New Haven, Conn.	7.5	6	6	6
Providence, R. I.	7	6	6	6

Discounts: At New York City, consumers taking 10,000 to 50,000 gals., get 0.25c per gal. discount when minimum amount has been reached; above 50,000 gals., 0.5c.

	No. 1	No. 2	No. 3	No. 4
Atlantic Refining				
Philadelphia, Pa.	6.50	5.50	....	5.5
Allentown, Pa.	9	7.5	7.5	7.5
Wilmington, Del.	8.5	7	....	6.5
Springfield, Mass.	8.75	7.25	....	7.25
Worcester, Mass.	8.75	7.25	....	7.25
Hartford, Conn.	8.5	7	....	7
S. O. Ohio				
Ohio Statewide	8	7.75	7.50	7.25

Note: S. O. Ohio prices are for hose dumps; bucket dumps are 0.5c per gallon higher.

S. O. Indiana

Stanolex Fuel Oil No. 1

Chicago	7.3
Indianapolis, Ind	*13.4
Detroit, Mich	10.1
Minneapolis, Minn	9.1
Sioux City, Ia	8.7
St. Louis, Mo	8.5
Kansas City, Mo	8.2

*Includes state tax of 4c.

Discounts: at Chicago above price applies on 150 gals. or more; 100 to 149 gals., 0.5c higher, under 100 gals., 1.5c higher. Indianapolis and Detroit 1c off t.w. price for deliveries of 100 gals. and over; at St. Louis, 1c off for 50 gal. dumps and over; at other above points, 1c off t.w. price for deliveries 150 gals. and over.

To Increase Gasoline Tax In Connecticut

NEW YORK, June 1.—One of the few remaining states with a gasoline tax rate of only 2 cents a gallon apparently is about to be removed from the list. The Connecticut legislature, except for House approval on a minor Senate amendment, has approved a bill which will raise the tax from 2 to 3 cents a gallon.

The increased tax will go into effect Oct. 1, 1935, if approved by the governor and he is reported to be in favor of it.

To offset the expected increase in the gasoline tax, however, the legislature passed a companion bill which allows for a material reduction in truck and passenger car registration fees. At present Connecticut has fees for car registration which are among the highest in the country.

The new registration fees will have a minimum rate of $7 for passenger cars. Under the present law the minimum is $16 with a top of $30.

If the two new laws go into effect it is estimated that Connecticut motorists will pay approximately $700,000 yearly less in taxes than with the 2-cent gasoline tax rate and the higher registration fees.

Co-Op Buys Deep Rock Plant

MADISON, Wis.—The Deep Rock Oil Corp. bulk plant and two service stations in Madison have been sold to the Madison Oil Co-operative.

The oil co-op., organized last year, had one station in the university district, and now has another on University Ave. at W. Gilman St., and a third outlet on E. Washington St. The bulk plant, at the E. Washington St. station, will be moved to another location.

The co-op, now has about 1000 members and holds its meeting to declare patronage dividends and elect board members June 3. The co-op. markets gasoline, oils, tires and batteries.

SEABOARD MARKETS, Export *and* Coastwise

PRICES *DO NOT* INCLUDE FEDERAL TAX

Eastern Domestic

(Prices in cents per gallon tank car lots, unless otherwise noted, f.o.b. refinery or seaboard terminal, representing majority of sales and quotations to jobbers and/or consumers. Florida and S. Carolina inspection tax not included.)

*Motor Gasoline

Prices June 3	60-64 Octane	65 Octane and Above
New York harbor	6.00	6.25
New York harbor, barges	5.75	6.00
Philadelphia district	6.00	6.25
Baltimore district	6.00	6.25
Norfolk district	6.00	6.25
Wilmington, N. C., district	6.00	6.25
Charleston, S. C., district	6.00	6.25
Savannah district	6.25 – 6.50	6.50 – 6.75
Jacksonville district	6.25 – 6.50	6.50 – 6.75
Portland district	6.25	6.50
Boston district	6.00	6.25
Boston district, barges	5.75	6.00
Providence district	6.00	6.25
Providence district, barges	5.75	6.00

*Due to lack of companies offering U. S. Motor gasoline, 59 octane and below in the open market, prices for this grade are discontinued. Quotations nominally are 0.25c below those for 60-64 octane grade.

Water White Kerosine

Prices June 3			
New York harbor	5.00	Savannah district	5.50
N. Y. harbor, barges	4.75	Jacksonville district	5.50
Philadelphia district	5.50	Portland district	5.25
Baltimore district	5.25 – 5.50	Boston district	5.00
Norfolk district	5.50	Boston dist., barges	4.75
Wilmington, N. C.	5.50	Providence district	5.00
Charleston, S. C., dist.	5.50	Providence, barges	4.75 – 4.875

Heating Oil

Prices June 3	New York harbor	New York harbor, barges	Philadelphia district
No. 1	5.00	4.75	5.25
No. 2	4.00	3.75 – 3.875	4.00
No. 3	4.00	3.75 – 3.875	4.00
No. 4	4.00	3.75 – 3.875	4.00
No. 5 (per barrel)	$1.35	.....	$1.35
No. 6 (per barrel)	$1.15	.....	$1.15

	Baltimore district	Boston district
No. 1	5.25 – 5.50	5.00
No. 2	4.00	4.00
No. 3	4.00	4.00
No. 4	4.00	4.00
No. 5 (per barrel)	$1.35	$1.45
No. 6 (per barrel)	$1.15	$1.15

	Boston dist., barges	Providence district	Providence dist., barges
No. 1	4.75	5.00	4.75
No. 2	3.875	4.00	3.875
No. 3	3.875	4.00	3.875
No. 4	3.875	4.00	3.875

	Bunker Oil Grade C Per Barrel	Diesel Oil Ships' Bunker† Per barrel	Gas Oil 28-34 Gravity Per gallon	Diesel Oil Shore Plants Per gallon
New York harbor	*$1.15	*$1.89	4.00	4.00
Philadelphia dist.	*$1.15	*$1.89	4.00	....
Baltimore district	*$1.15	*$1.89	4.00	....
Norfolk district	*$1.15	*$1.89	4.00	....
Charleston district	$1.10	$1.89	....	....
Savannah district	$1.10	$1.89	....	4.50
Jacksonville dist.	$1.10	$1.89	....	4.50
Tampa district	$1.10	$1.89	....	....
Portland district	$1.25	$1.99	....	....
Boston district	$1.15	*$1.89	....	....
Providence district	$1.15	$1.89	....	....

*Lighterage for bunker oil, 5c per bbl. additional; for Diesel oil, 6.5c per bbl. additional.

Pacific Export

(Quotations are at seaboard, Los Angeles, in cargo lots, cents per gallon, except where otherwise noted.)

Prices—	June 3	May 27	May 20
53-55 U. S. Motor	4.50 – 4.75	4.50 – 4.75	4.50 – 4.75
400 e.p. blend 65 Octane and above	4.75 – 5.25	4.75 – 5.25	4.75 – 5.25
38-40 w.w. kerosine, 150 fire point	4.25 – 5.00	4.25 – 5.00	4.25 – 5.00
41-43 w.w. kerosine	4.50 – 5.00	4.50 – 5.00	4.50 – 5.00
44 water white kerosine	5.00	5.00	5.00
Prime wh. kerosine	4.00 – 4.50	4.00 – 4.50	4.00 – 4.50
In Cargo lots, per barrel:			
Diesel fuel oil, above 23.9°	$1.10 –$1.25	$1.10 –$1.25	$1.10 –$1.25
Diesel fuel oil, under 23.9°	$1.05 –$1.10	$1.05 –$1.10	$1.05 –$1.10
30-34 gas oil	$1.05 –$1.10	$1.05 –$1.10	$1.05 –$1.10
Grade C fuel oil	$0.75 –$0.85	$0.75 –$0.85	$0.75 –$0.85
In Ships' Bunkers, or deep tank lots, per barrel:			
Diesel fuel oil, above 23.9 gravity	$1.275–$1.30	$1.275–$1.30	$1.275–$1.30
Diesel, under 23.9 gravity	$1.175–$1.20	$1.175–$1.20	$1.175–$1.20
Grade C fuel oil	$0.925–$0.95	$0.925–$0.95	$0.925–$0.95

Pacific Export (cont'd)	June 3	May 27	May 20
Cased Goods:			
Gasoline, U.S. Motor	$1.40 –$1.50	$1.40 –$1.50	$1.40 –$1.50
Gasoline, 400 e.p. blend	$1.60 –$1.75	$1.60 –$1.75	$1.60 –$1.75
38-40 w.w. kerosine, 150 fire point	$1.20 –$1.30	$1.20 –$1.30	$1.20 –$1.30
Kerosine, prime white	$1.05 –$1.15	$1.05 –$1.15	$1.05 –$1.15

New York Export

(Prices in cents per gallon in barrels, F.a.s. New York)

Cylinder Oils (Pennsylvania Products)

	June 3	May 27	May 20
Bright stock:			
Light, 25 pour point	23.50	23.50	23.00
Dark, 25 pour point	23.00	23.00	22.50
Neutral oil:			
200 3 color, 25 pour pt.	28.50 –29.00	28.50 –29.00	28.50 –29.00
150 3 color, 25 pour pt.	23.50 –24.00	23.50 –24.00	23.50 –24.00
600 Warren E filtered	20.00	19.50	19.50
600 stm. refd. unfiltered	16.50	15.50	15.50
650 stm. rfd. unfiltered	18.00	17.50	17.50
600 flash, steam refined	19.00	18.50	18.50
630 flash, steam refined	24.00	23.50	23.50

Wax Domestic *and* Export

(Prices in cents per pound. Tests made by A. S. T. M. methods. Melting points shown below, however, are A. M. P., 3° higher than A. S. T. M. (E. M. P.) melting points. Export prices are f.a.s. carload lots. Domestic prices are f.o.b. refineries in New York and New Orleans districts, in bags, carload lots, with 0.2c discount allowed for shipment in bulk).

	New York		New Orleans	
Prices—June 3	*Domestic*	*Export*	*Domestic*	*Export*
124-6 Y.C. scale	2.05 – 2.10	2.05 – 2.10	2.05 – 2.10	2.05 – 2.10
122-4 W.C. scale	2.05 – 2.125	2.05 – 2.125	2.05 – 2.125	2.05 – 2.125
124-6 W.C. scale	2.05 – 2.15	2.05 – 2.15	2.05 – 2.15	2.05 – 2.15
123-5 Fully refined	4.20	3.625– 3.75	4.20	3.625– 3.75
125-7 Fully refined	4.30	3.75 – 4.00	4.30	3.75 – 4.00
128-30 Fully refined	4.55	4.00 – 4.25	4.55	4.00 – 4.25
130-2 Fully refined	4.80	4.25 – 4.50	4.80	4.25 – 4.50
133-5 Fully refined	5.30	4.75 – 5.00	5.30	4.75 – 5.00
135-7 Fully refined	5.55	5.00 – 5.25	....	....

Gulf Coast

(Prices are f.o.b. Gulf oil terminals representing sellers' opinions except prices specified to the contrary. Prices cover bulk shipments of 20,000 barrels or more, unless otherwise noted.)

Motor Gasoline

For Domestic Shipment

Prices—	June 3	May 27	May 20
59 octane and below	5.25	5.25	5.25
60-64 octane number	5.375	5.375	5.375
65 octane and above	5.50	5.50	5.50

Heating Oils

No. 1 Heating oil	4.00 – 4.25	4.00 – 4.25	4.00 – 4.25
No. 2 Heating oil	3.25	3.25	3.25
No. 4 Heating oil	2.875– 3.00	2.875– 3.00	2.875– 3.00

Kerosine

41-43 w.w.	4.00 – 4.25	4.00 – 4.25	4.00 – 4.25

Gasoline

For Export Shipment

U. S. Motor gasoline	5.125	4.875	4.625– 4.75
60-62, 400 e.p. gasoline	5.125	5.00	4.75 – 4.875
61-63, 390 e.p. gasoline	5.25	5.125	4.875– 5.00
64-66, 375 e.p. gasoline	5.375	5.25	5.00 – 5.125
U. S. Motor, cases (cargoes)	$1.20 –$1.25	$1.20 –$1.25	$1.20 –$1.25
64-66, 375 e.p. cases (cargoes)	$1.25 –$1.30	$1.25 –$1.30	$1.25 –$1.30

Kerosine

44 water white	4.25 – 4.50	4.25 – 4.50	4.25 – 4.50
41-43 water white	4.00 – 4.25	4.00 – 4.25	4.00 – 4.25
41-43 prime white	3.875– 4.125	3.875– 4.125	3.875– 4.125
W.W., cases (cargoes)	$1.15 –$1.20	$1.15 –$1.20	$1.15 –$1.20
P.W., cases (cargoes)	$1.10 –$1.15	$1.10 –$1.15	$1.10 –$1.15

Gas and Bunker Oils

For Domestic and/or Export Shipment

*26-30 translucent gas oil	2.875– 3.00	2.875– 3.00	2.875– 3.00
*30 plus translucent gas oil	3.125	3.125	3.125
30 plus transp. gas oil	3.125– 3.25	3.125– 3.25	3.125– 3.25
Diesel Oil Ships' bunkers	†$1.70	†$1.70	†$1.70
Grade C bunker oil, for ships' bunkers, per bbl.	†$1.00	†$1.00	†$1.00
Grade C bunker oil, per bbl. in cargoes	$0.80	$0.80	$0.80

*Less than ½ of 1% sulphur. †Lighterage 5c per bbl. additional.

(Continued on next page)

Seaboard Markets, Export *and* Coastwise

Prices Do Not Include Federal Tax

(Continued from preceding page)

Mexican Crude and Bunker Oils

(F.o.b. Steamer, Tampico)

Prices—	June 3	May 27	May 20
Heavy Panuco crude taxes to be paid, per bbl.....	$1.00 –$1.03	$1.00 –$1.03	$1.00 –$1.03
Grade C bunker oil, ships' bunkers, taxes paid, per bbl.....	$1.00	$1.00	$1.00

Mid-Continent Lubricating Oils

(Prices in cents per gallon in bbls. f.a.s. Gulf terminals. In drums and new barrels, 0.5c to 1c higher per gal. in some instances.)

190-200 vis. D 210 brt. stk.	22.50 –23.50	22.50 –23.50	22.50 –23.50
150-160 vis. D 210 brt. stk.:			
0-10 pour point.....	19.50 –20.50	19.50 –20.50	19.50 –20.50
10-25 pour point.....	20.00 –20.50	20.00 –20.50	20.00 –20.50
25-40 pour point.....	19.00 –19.50	19.00 –19.50	19.00 –19.50
150-160 vis. E 210 brt. stk.	19.00 –19.50	19.00 –19.50	19.00 –19.50
120 vis. D 210 bright stock	19.25 –19.75	19.25 –19.75	19.25 –19.75
180 vis. No. 3 color neutral oil:			
0-10 pour point.....	17.25 –17.50	17.25 –17.50	17.25 –17.50
15-30 pour point.....	16.25 –16.75	16.25 –16.75	16.25 –16.75
200 vis. No. 3 color neutral oil:			
0-10 pour point.....	17.75 –18.25	17.75 –18.25	17.75 –18.25
15-30 pour point.....	16.75 –17.25	16.75 –17.25	16.75 –17.25
600 s.r. olive green.....	12.00 –12.50	12.00 –12.50	12.00 –12.50
600 s.r. dark green.....	9.50 –10.50	9.50 –10.50	9.50 –10.50
631 s.r.....	14.00 –14.50	14.00 –14.50	14.00 –14.50

South Texas Lubricating Oils

(Viscosity at 100° F. cold test 0. Tanker, f.o.b. Gulf oil terminals, for export shipment)

Unfiltered Pale Oils:

Vis. Color			
100 No. 3.....	5.50 – 6.00	5.50 – 6.00	5.50 – 6.00
200 No. 3.....	6.375– 7.00	6.375– 7.00	6.375– 7.00

South Texas Lubricating Oils (cont'd)

Unfiltered Pales (cont'd)

Prices—	June 3	May 27	May 20
300 No. 3.....	7.00 – 7.50	7.00 – 7.50	7.00 – 7.50
500 No. 3½.....	7.875– 8.50	7.875– 8.50	7.875– 8.50
750 No. 4.....	9.00 – 9.50	9.00 – 9.50	9.00 – 9.50
1200 No. 4.....	9.50 –10.00	9.50 –10.00	9.50 –10.00
2000 No. 4.....	9.75 –10.25	9.75 –10.25	9.75 –10.25

Red Oils:

Vis. Color			
100 No. 5-6.....	5.50 – 6.00	5.50 – 6.00	5.50 – 6.00
200 No. 5-6.....	6.125– 6.75	6.125– 6.75	6.125– 6.75
300 No. 5-6.....	6.75 – 7.00	6.75 – 7.00	6.75 – 7.00
500 No. 5-6.....	7.875– 8.50	7.875– 8.50	7.875– 8.50
750 No. 5-6.....	9.00 – 9.50	9.00 – 9.50	9.00 – 9.50
1200 No. 5-6.....	9.50 –10.00	9.50 –10.00	9.50 –10.00
2000 No. 5-6.....	9.75 –10.25	9.75 –10.25	9.75 –10.25

Note: Red oil prices shown above cover oils with green cast; prices for blue cast red oils are slightly lower in some cases.

Tanker Rates

(Approximate tanker freight rates to Continental ports, in shipments per ton of 2240 pounds, British sterling: to U. S. ports, cents per barrel)

	Crude &/or Fuel		Refined Oil &/or Spirits	
Rates—June 3	Last Paid	Owners Ask	Last Paid	Owners Ask
Calif.U.K./Continent*...	17/3	18/-18/6	15/	16/-16/6
Gulf-U.K./Continent*...	10/6	10/6-11/	11/9	12/-12/9
Calif.-N. Atlantic..... (not E. of N. Y.)	59c	55-60c	59c	50-52c
Gulf-N. Atlantic**..... (not E. of N. Y.)	†15c	†16-17c	15c	16-17c

Note: Dirty boat quotations are enlarged to cover, "Fuel and Light Crude" quotations.

*Continental ports in range between Bordeaux and Hamburg, both inclusive.

**Venezuela loading same rate: Tampico 2c to 3c per bbl. additional.

†Rates for heavy crude or fuel 1c to 2c higher than for light crude.

North Dakota Jobbers Meet Next Week

FARGO, June 3.—North Dakota jobbers will meet in Fargo next week to discuss the future of marketing, following two weeks of uncertainty since the code was eliminated.

The program of the North Dakota division of the Northwest Petroleum Association, has been arranged to provide members with an afternoon for discussing problems and the future.

Warren C. Platt, publisher of NATIONAL PETROLEUM NEWS will be the only speaker on the first program, the afternoon of June 10 at the Powers hotel, on industry problems. Remainder of the session will be an open forum for jobbers.

Three speakers on the morning program for June 11 are N. E. Williams, traffic counselor, Chamber of Commerce, Fargo; Allen S. King, Red River Power Co., Grand Forks; and R. B. Bowden, Northwest Country Elevator Association, Minneapolis.

Two speakers representing the state government will speak on the afternoon program June 11. They are C. S. Ladd, state oil inspector; and J. O. Lyngstad, auditor's department, Bismarck.

Jobbers will forget business on the evening of June 10, and meet at the Fargo Country Club for a picnic.

Recent developments in the code are expected to attract many jobbers from Minnesota to the convention.

Texas Files Appeal In Ouster Case

TULSA, June 1.—The state of Texas has appealed to the Texas Supreme Court from the recent decision of the Third Civil Court of Appeals in which it was held that the famous "ouster" suit brought by James V. Allred against 15 oil companies and two trade associations was not legally warranted.

The district court of Travis county first dismissed the suit, holding that the NIRA had superseded the state anti-trust acts. The court of appeals sustained dismissal of the suit but on other grounds. It held that the Texas anti-trust laws are unconstitutional.

Everett Looney, who was assistant to the former Attorney General Allred in the case, is special counsel for the state in the appeal.

Kentucky Jobbers Endorse National Association

CLEVELAND, June 3.—The Jobbers Division of the Kentucky Petroleum Marketers Association, meeting in Louisville May 31, unanimously endorsed the organization and purposes of the National Oil Marketers Association.

Leading Kentucky jobbers expressed themselves as believing that now, more than ever before, the independent jobbers of the country need a national organization.

Herbert L. Clay, secretary, was instructed to write all state marketing associations giving them the opinion of the Kentucky association as regards a national organization.

The Jobbers Division also considered the published reports of the general conference of representatives of oil associations held in Washington May 28 and reaffirmed its opposition to the Thomas oil control bill but as strongly behind the resolution adopted by the conference calling for segregation of the operations of integrated oil companies in the four branches of the industry. Opposition to the Thomas bill was on the ground

that it would constitute a first step toward placing the oil industry in the public utility class.

The division also voted unanimously to oppose any further suspension of the federal anti-trust laws as applied to oil company operations, on the ground that such suspension enabled refiners to make agreements which were inimical to the interests of the independent jobbers.

National Marketers Meet Called for June 17

WASHINGTON, June 1.—A special meeting of the National Oil Marketers' Association has been called for June 17 at the Mayflower Hotel here to discuss what position oil jobbers should take towards a voluntary code to govern oil marketing.

Recent reductions by refiners in jobbers' margins will also be considered together with proposed national legislation affecting the oil industry and amendment of the association's by-laws.

The association is composed of oil jobbers, wholesalers and distributors of petroleum products in about 30 states. E. V. Weber, Cincinnati, president, will preside at the meeting. Paul E. Hadlick, Washington, D. C., is secretary.

Announces Retirement Of Christy Payne

NEW YORK, June 4.—The retirement of Christy Payne, vice-president, treasurer and director of the Standard Oil Co. (New Jersey) was announced today at the annual stockholders meeting. Mr. Payne, who has been with the company for 40 years, will retire under the company's annuity plan.

Mr. Payne entered the employ of the National Transit Co., a Jersey subsidiary, in 1895 after his graduation from Princeton. He was admitted to the bar in 1898 and worked along legal lines with the natural gas group in western Pennsylvania until 1920 when he moved to New York to become president of the Peoples Natural Gas Company and allied units.

He was made a director of the Jersey Standard in 1927 and became treasurer in 1933. Shortly thereafter he was elected a vice-president and a member of the executive committee.

Mr. Payne was active in the natural gas field, helping pioneer the 1100-mile pipeline from the Texas Panhandle to Chicago, the Louisiana to St. Louis line and other long distance lines supplying gas to important industrial cities in the south and west.

I. A. Archambault Dies In Evanston Hospital

By Teletype

CHICAGO, June 4.—The oil business in the middle west lost one of its most vigorous and popular representatives in the death of I. A. Archambault June 3, in an Evanston hospital.

Mr. Archambault was president of the Illinois Petroleum Marketers Association, the State Executives Council, and past president and one of the founders of the Chicago Oil Men's Club. For the past 14 years he operated the Pennsylvania Oil Co., of Evanston.

"Arch", as he was familiarly known among the Chicago oil fraternity, has had a long career in the oil industry. He was connected with the old Waters Pierce Oil Co. at St. Louis about 33 years ago, later moving to Chicago with the Union Petroleum Co. He retired as sales manager of the latter company in 1920 to take over the Pennsylvania Oil Co.

Mr. Archambault was striken with appendicitis Sunday afternoon. He was rushed to Evanston hospital for an emergency operation but died when peritonitis developed. He was 49 years old.

His widow, Mrs. Marie Burgess Archambault; a daughter, Celeste, of San Antonio, Texas; and a son John, of Kenilworth, Ill., survive.

The funeral will be the morning of June 6, from St. Francis Xavier Church, in Wilmette, Ill. Interment will be at Memorial Park Cemetery, Evanston.

Photo by Eugene L. Ray

I. A. Archambault

Pump Manufacturers Plan To Continue Program

NEW YORK, June 3.—The program of the Gasoline Pump Manufacturers Association will not be halted by the Supreme Court decision G. Denny Moore, managing director, announces. The association will continue on a busier program than before to maintain ethical trade practices and the same fair relations with labor that have prevailed under the code.

The code was of great value to the pump manufacturing industry in that it brought the members together in market analysis and development, trade practice correction and other activities.

Recently the association has undertaken the organization of jobbers and dealers in the field into the Gasoline Pump Sales Association for the education of sellers in ethical practices.

CRUDE OIL MARKETS

Prices in $ per bbl. of 42 U. S. gals. at the well, A. P. I. gravity. Prices are effective as of 7 a.m. of dates as given.

Eastern Fields

Posted by Joseph Seep Purchasing Agency

(Effect ve May 16, 1935, except Corning effective Oct. 2, 1933)

Penna. Grade Oil in Southwest Penna. Pipe Lines.....$1.92
Penna. Grade Oil in Eureka Pipe Lines (West Virginia).....$1.87
Penna. Grade il in Buckeye Pipe Lines (Macksburg, O.).....$1.77
Corning Oil in Buckeye Pipe Lines (Ohio)..$1.32

Posted by Other Companies

Tide Water Pipe Co., Ltd.:
Bradford-Alleghany district (Penna. and N. Y.) (Effective May 16, 1935).....$2.20
*The Pennzoil Co.: (Effective May 16, 1935)
Penna. Grade Oil in National Transit Lines*$2.17
Ashland Oil & Transportation Co.:
Somerset Oil in Ashland Lines (Ky.) (Effective May 20, 1935).....$1.13

*The Pennzoil Co. posts $2.17 in Cochran, Franklin, Hamilton and Doolittle, Pa. fields; prices in other districts range down to $2.12 per bbl. at well.

Michigan

(Posted by Pure Oil Co.)

Midland, Midland County (Sept. 30, 1933)..$1.02

(Posted by Simrall Pipe Line Corp.)

West Branch (Apr. 1, 1934).....$0.86

Central States Fields

Posted by Ohio Oil Co.

Effective Feb. 1, 1935)	(Effective May 22, 1935)
Lima.....$1.15	West. Kentucky $1.13
(Effective Jan. 5, 1934)	
Princeton.....$1.13	Illinois.....$1.13

Canadian Fields

Posted by Imperial Oil Refineries, Ltd.

Western Ontario

(Effective Sept. 9, 1933)

Petrolia.....$2.10
Oil Springs.....$2.17

Alberta—Turner Valley

(Prices f.o.b. field tankage)

Crude:	Naphtha:
(Effective Dec. 9, 1933)	(Effective May 21, 1934)
40-44.9.....$1.50	†Clear.....$2.31
45 49.9..... 2.07	†Discolored.....$2.55
(Effective May 21, 1934)	
50 and above....$2.19	

†Clear naphtha: 22 color; 10 lbs. vapor pressure, Reid method; 90% recovery; end point, 410°, Discolored naphtha: same specifications as for clear naphtha except color.

Mid-Continent

Posted by Stanolind Crude Oil Purchasing Co

(Effective Sept. 29, 1933)

(In Oklahoma-Kansas)	(In North-North Central Texas)
Below 29.....$0.84	$0.79
29-29.9..... 0.86	0.81
30-30.9..... 0.88	0.83
31-31.9..... 0.90	0.85
32-32.9..... 0.92	0.87
33-33.9..... 0.94	0.89
34-34.9..... 0.96	0.91
35-35.9..... 0.98	0.93
36-36.9..... 1.00	0.95
37-37.9..... 1.02	0.97
38-38.9..... 1.04	0.99
39-39.9..... 1.06	1.01
40 and above..... 1.08	1.03

Above Stanolind prices met as follows:

Sept. 29, by The Texas Co. in Oklahoma, and in North and North Central Texas; Continental Oil in all three states; by Empire, White Eagle and Gypsy (Gulf).

See also Carter Oil, Magnolia, Humble schedules below and footnotes under Carter table.

Posted by Carter Oil Co.

(In Oklahoma and Kansas)

(Effective Sept. 29, 1933)

Below 25.....$0.76	33-33.9.....$0.94
25-25.9..... 0.78	34-34.9..... 0.96
26-26.9..... 0.80	35-35.9..... 0.98
27-27.9..... 0.82	36-36.9..... 1.00
28-28.9..... 0.84	37-37.9..... 1.02
29-29.9..... 0.86	38-38.9..... 1.04
30-30.9..... 0.88	39-39.9..... 1.06
31-31.9..... 0.90	40 and above... 1.08
32-32.9..... 0.92	

Sept. 29, Carter gravity and price schedule met in Oklahoma-Kansas by Sinclair-Prairie, and Humble price schedule met in North-North Central Texas except that Sinclair-Prairie posts five lower grades down to below 25, with 2c differential for each. Same day, Shell Petroleum met Carter in full in Oklahoma-Kansas.

Posted by Magnolia Petroleum Co.

(Effective Sept. 29, 1933)

In Oklahoma, same schedule as Carter Oil, which see above, beginning with below 25, at $0.76 and ending with 40 & above, at $1.08.

In Texas: North and North Central, including Burkburnett, Archer, Stephens, Henrietta, Electra, Comanche and Olden; and in Central Texas, including Mexia, Wortham, and Panola county, same gravity and price schedule as Stanolind in Texas, which see above, beginning with below 29 at $0.79, and ending with 40 and above, at $1.03.

†Posted by Humble Oil & Refining Co.

*(*In North, North Central and Central Texas)*

(Effective Sept. 29, 1933)

Below 29.....$0.79	35-35.9.....$0.93
29-29.9..... 0.81	36-36.9..... 0.95
30-30.9..... 0.83	37-37.9..... 0.97
31-31.9..... 0.85	38-38.9..... 0.99
32-32.9..... 0.87	39-39.9..... 1.01
33-33.9..... 0.89	40 and above... 1.03
34-34.9..... 0.91	

*Including North Texas, Ranger, Mexia, Powell, Boggy Creek, Richland, Wortham, Currie and Moran fields.

†Effective Dec. 1, 1934, Humble prices are based on 99% tank tables at 60F. Allowance or deduction of 1% is made for each 25° change in temperature above or below 60F.

Panhandle Texas

Posted by Humble Oil & Refining Co.

(Effective Sept. 29, 1933)

	Gray County	Carson-Hutchinson
Below 35.....	$0.79	$0.69
35-35.9.....	0.81	0.71
36-36.9.....	0.83	0.73
37-37.9.....	0.85	0.75
38-38.9.....	0.87	0.77
39-39.9.....	0.89	0.79
40 & above.....	0.91	0.81

Sept. 29, above prices met by Sinclair-Prairie, Magnolia and The Texas Co. in the entire area, also by Continental Oil in Carson-Hutchinson.

East Texas

(Effective Sept. 29, 1933)

Stanolind, Humble, Sinclair-Prairie, Texas and Magnolia.....$1.00

West Texas and New Mexico

Posted by Humble Oil & Refining Co.

(Effective Sept. 29, 1933)

Ector, Pecos and Winkler Counties, W. Texas and Lea Co., N. M.....$0.75
Crane, Upton, Crockett, Howard and Glasscock county, W. Tex.....$0.70

Sept. 29, Magnolia met in Crane, Upton, Howard, Glasscock, Mitchell and Winkler. Sept. 29, Texas Co. met Humble in Winkler, Crane, Upton and Lea counties; Stanolind Oil & Gas met in Hendrich field, Winkler county and posted in Marion county, Tex. below 25 at $0.63, plus 2c differential to 40 & above at $0.95.

South and Southwest Texas

Posted by Humble Oil & Refining Co.

(Effective Sept. 29, 1933)

Darst Creek.....$0.87	Mirando.....$0.80
Salt Flat..... 0.87	Pettus..... 1.05
Saxet..... 0.85	Tomball..... 1.15

Sept. 30, The Texas Co. met Humble in Darst Creek. On Sept. 29 it posted $0.80 in Duval county and $0.85 in Saxet-Greta.

Oct. 2, Magnolia posted $0.87 in Darst Creek and $1.15 in Tomball; Sept. 29 it posted $0.80 in Mirando, $0.75 in Luling and $0.95 in Lytton Springs.

Jan. 11, 1934 Magnolia posted $1.00 for Cleveland, Liberty county, Tex.

Posted by Humble

Conroe *(Montgomery Co., Tex.)*

(Effective Sept. 29, 1933)

35-35.9.....$1.09	38-38.9.....$1.15
36-36.9..... 1.11	39-39.9..... 1.17
37-37.9..... 1.13	40 & above..... 1.19

Sept. 30 Texas Co. met above prices.

North Louisiana-Arkansas

Posted by Standard Oil Co. of Louisiana

(Effective March 17, 1934, except Homer, Smackover and Nevada county, Sept. 29, 1933).

(In Caddo, Homer, Haynesville, Sabine, De Soto, Sarepta, Carterville, El Dorado and Miller county).

Below 25.....$0.71	33-33.9.....$0.89
25-25.9..... 0.73	34-34.9..... 0.91
26-26.9..... 0.75	35-35.9..... 0.93
27-27.9..... 0.77	36-36.9..... 0.95
28-28.9..... 0.79	37-37.9..... 0.97
29-29.9..... 0.81	38-38.9..... 0.99
30-30.9..... 0.83	39-39.9..... 1.01
31-31.9..... 0.85	40 and above... 1.03
32-32.9..... 0.87	

Smackover, Ark.....$0.70
Nevada, Ark..... 0.60
Urania, La. (La. Oil Refg. Co., Jan. 1, '34)... 0.87

*Gulf Coastal Fields

Posted by Humble Oil & Refining Co.

(Effective Sept. 29, 1933)

Below 20.....$0.82	27-27.9.....$0.98
20-20.9..... 0.84	28-28.9..... 1.00
21-21.9..... 0.86	29-29.9..... 1.02
22-22.9..... 0.88	30-30.9..... 1.04
23-23.9..... 0.90	31-31.9..... 1.06
24-24.9..... 0.92	32-32.9..... 1.08
25-25.9..... 0.94	33-33.9..... 1.10
26-26.9..... 0.96	34 and above... 1.12
Refugio heavy.....$0.85	

Effective Dec. 1, 1934 Humble prices are based on 99% tank tables at 60 F. Allowance or deduction of 1% is made for each 25° change in temperature above or below 60 F.

*Includes these fields: Barbers Hill, Goose Creek, Hull, Humble, Liberty, Moss Bluff, Orange, Pierce Junction, Rabbs Ridge, Raccoon Bend, Refugio light, Sour Lake, Spindletop, Sugarland, and West Columbia.

Above prices met Sept. 29 by Sinclair-Prairie and Sun Pipe Line Co.

Posted by The Texas Co.

(Effective Sept. 30, 1933)

Same gravity and price schedule as Humble up to 30-30.9 gravity, which see; plus these grades:

30-30.9.....$1.04	36-36.9.....$1.10
31-31.9..... 1.05	37-37.9..... 1.11
32-32.9..... 1.06	38-38.9..... 1.12
33-33.9..... 1.07	39-39.9..... 1.13
34-34.9..... 1.08	40 and above... 1.14
35-35.9..... 1.09	

Partlavaca (Tex. Gulf effective May 17, 1935)..$0.80

Rocky Mountain Fields

Posted by Stanolind Oil & Gas Co.

(Effective Sept. 29, 1933)

Salt Creek and Dutton Creek, Wyo. Same schedule as Stanolind posts in Oklahoma-Kansas which see on first crude price page.

Elk Basin, light.....$1.18
Grass Creek, light..... 1.18
Grass Creek, heavy..... 0.62
Greybull-Torchlight..... 1.18
Iles, light, Col..... 0.96
Iles, heavy..... 0.90
Hogback, N. M..... 1.11
Frannie light (Effective May 1, 1934)..... 0.70
Frannie heavy..... 0.62

Posted by Ohio Oil Co.

(Effective Sept. 29, 1933)

Elk Basin, Wyo.....$1.18
Grass Creek, light..... 1.18
Rock Creek..... 1.02
Big Muddy..... 1.01
Sunburst, Mont..... 1.35

Posted by *Internationa lRefining Co.

(Effective May 23, 1934)

Cutbank, Mont.....$1.45

*Texas Co. subsidiary.

(Continued on next page)

New Refining Patents

Cracking. No. 1 993 503, issued March 5, 1935; filed March 22, 1930; G. Egloff, assignor to Universal Oil Products.

CRACKING normally incondensable hydrocarbon gases at elevated temperatures with activated or atomic hydrogen and activated steam, preferably aided by metallic catalysts to produce liquid solvents or anti-knock compounds such as alcohol-like compounds, aromatic and unsaturated hydrocarbons.

Claims (4)

Cracking normally incondensable hydrocarbon gases while in the presence of steam and hydrogen pre-activated by electrical discharge and then subjecting the gases to a stabilizing action at an increased pressure in the presence of a catalyst.

* * *

Glycol Production. No. 1 996 193, issued April 2, 1935; filed Sept. 12, 1931; A. E. Dunstan and S. F. Birch, assignors to Anglo-Persian Oil Co.

DIRECT production of ethylene glycol particularly, from the corresponding chlorhydrin by decomposition with an alkali such as sodium carbonate in the presence of water. Olefin oxide which is produced, is completely utilized to produce glycol.

The apparatus consists of two U-tubes connected in series and provided with either inert packing or baffles. The materials passing through the tubes are heated under pressure to a temperature ranging between 105° and 150° C.

Claims (5)

Continuous production of glycol by the decomposition of a chlorhydrin in the presence of water and with the use of non-caustic alkali, by heating the reagents above 100° C. under the consequent pressure as the resulting effervescent liquid mass moves forward through a conduit, without producing excess of ethylene oxide or increase of pressure as a consequence.

* * *

Sweetening, No. 1 996 236, issued April 2, 1935; filed Sept. 14, 1932; A. F. Endres, assignor to Standard Oil Co. of Ind.

SWEETENING naphthas and regenerating the treating agent in situ simultaneously with the sweetening. The object is to reduce the amount of reagent required. Stabilized naphthas are sweetened in the first stage and the spent agent used in a second stage to sweeten unstabilized naphthas during which stage the agent is regenerated and recycled through the first stage.

Claims (19)

Sweetening stabilized naphthas and unstabilized naphthas by contacting the former with caustic alkaline solution and then with a sodium plumbite solution, contacting the latter with the used solution, thereby simultaneously sweetening the unstabilized naphtha and regenerating the effectiveness of the sodium plumbite solution, and recycling the regenerated solution to further sweeten the stabilized naphtha.

* * *

Hydrogenation. No. 1 994 277, issued March 12, 1935; filed Jan. 2, 1932; R. H. Griffith, assignor to The Gas Light & Coke Co., London.

USE of a catalytic mixture of molybdenum aided by a promoter and hydrogen sulfide in the hydrogenation process. The proportions are determined by a catalyst-activity curve showing peaks in the catalyst-promoter ratio at which the reactions are best assisted.

Claims (13)

Hydrogenation of hydrocarbons at 440° C. and from 110 to 200 atmospheres pressure in the presence of a catalyst mixture of molybdenum catalyst and a promoter selected from a group comprising silicon, lithium, boron, phosphorus, and calcium, the catalyst and promoter being a peak-ration proportions, together with optimum proportions of a substance yielding hydrogen sulfide.

* * *

Polymerization. No. 1 993 512 and 1 993 513, issued March 5, 1935; filed July 3, 1933; Vladimir Ipatieff, assignor to Universal Oil Products Co.

PRODUCTION of polymers from olefines, particularly dimers and trimers from mono-olefins, and treatment with solid contact materials or catalysts comprising phosphoric acid, a chloride or chlorides and oxides of the alkaline earth metals and spacing

CRUDE OIL MARKETS

Continued from preceding page

CALIFORNIA, Posted by Standard Oil of California

All gravities above those quoted take highest price offered in the field. Effective Sept. 6, 1933

Gravity	Signal Hill	Seal Beach Alamitos Heights	Huntington Beach	Inglewood	Playa De Rey	Olinda-Brea Canon	Athens-Rosecrans Dominguez	Elwood Terrace	Torrance	Richfield	Whittier-La Habra	Montebello	Coyote Hills	Santa Fe Springs	Newhall McKittrick Kern River	Midway Sunset Elk Hills Buena Vista Hills	Lost Hills	Coalinga	Wheeler Ridge	Santa Paula (Union Oil Co.)	Orcutt (Union Oil Co.)
14-14.9	$0.65	$0.65	$0.65	$0.65	$0.65	$0.65	....	....	$0.65	$0.65	$0.65	$0.65	$0.65	....	$0.57	$0.57	$0.57	$0.57	$0.57	$0.57	....
15-15.9	.65	.65	.69	.69	.66	.69	....	....	.66	.65	.65	.65	.65	....	.57	.57	.57	.57	.57	.57	....
16-16.9	.66	.65	.72	.73	.69	.73	....	....	.69	.67	.68	.65	.65	....	.57	.57	.57	.57	.57	.57	$0.57
17-17.9	.69	.65	.75	.76	.73	.76	....		.72	.70	.71	.65	.68	....	.57	.57	.57	.57	.57	.57	.57
18-18.9	.72	.65	.78	.80	.76	.79	....		.75	.74	.74	.65	.71	....	.57	.61	.61	.59	.58	.60	.61
19-19.9	.75	.65	.81	.83	.80	.82	....		.78	.78	.78	.65	.74	....	.57	.64	.65	.62	.61	.63	.64
20-20.9	.78	.68	.83	.87	.83	.85	....		.81	.82	.81	.66	.78	....	....	.67	.69	.65	.64	.66	.67
21-21.9	.81	.72	.86	.90	.87	.88	....		.83	.85	.85	.69	.81	$0.72	....	.70	.73	.68	.67	.69	.70
22-22.9	.84	.76	.89	.94	.90	.92	....		.86	.89	.87	.72	.84	.76	....	.73	.76	.72	.70	.72	.73
23-23.9	.88	.81	.92	.97	.94	.95	$0.83	F.O.B. Ship	.89	.93	.90	.76	.87	.79	....	.77	.79	.75	.73	.75	.77
24-24.9	.91	.85	.95	1.01	.97	.98	.86		.92	.97	.93	.80	.90	.83	....	.81	.82	.78	.76	.78	.81
25-25.9	.94	.89	.98	....	1.00	1.01	.90	....	.95	1.00	....	.85	.93	.87	....	.85	.85	.81	.79	.81	.85
26-26.9	.97	.93	1.01	....	1.04	1.04	.94	....	.98	1.04	....	.89	.96	.90	....	.89	.88	....	....	.84	.89
27-27.9	1.00	.98	1.04	....		1.07	.97	....	....	1.08	....	....	.99	.94	....	.93	.91	....	....	.88	....
28-28.9	1.03	1.02	1.07	....		1.10	1.01	....	....	1.11	....	....	1.02	.98	....	.97	.94	....	....	.92	....
29-29.9	1.06	1.06	1.09	....		....	1.04	....	....	1.15	....	....	1.05	1.01	....	1.01	.97	....	....	.96	....
30-30.9	1.09	1.10	1.12	....		....	1.08	....	....				1.09	1.05	....	1.05	1.00	....	....	1.00	....
31-31.9	....	....	....	....		....	1.12	....	....				1.12	1.08	....	1.09		....	....	....	....
32-32.9	....	....	....	....		....	1.15	....	....		Kettleman Hills		1.15	1.12	....	1.13		....	....	....	....
33-33.9	....	....	....	....		....	....	$1.03	....		$0.93		1.18	1.16	....	1.17		....	....	....	....
34-34.9	....	....	....	....		....	....	1.06	....		.96		1.21	1.19	....			....	....	....	....
35-35.9	....	....	....	....		....	....	1.09	....		.99		....	1.23	....			....	....	....	....
36-36.9	....	....	....	....		....	....	1.12	....		1.02		....	1.26	....			....	....	....	....
37-37.9	....	....	....	....		....	....	1.15	....		1.05		....	1.30	....			....	....	....	....
38-38.9	....	....	....	....	Subject to Field Gathering Charge of 5c per Bbl.	....	....	....	....		1.08		....	1.34	....			....	....	....	....
39-39.9	....	....	....	....		....	....	....	....		1.11		....	....	....			....	....	....	....

GIVE ME A QUALITY OIL IN CANS UNDER MY OWN BRAND *at no Extra Cost* THAT'S WHAT I NEED!

"WE KNOW IT—that's why months were spent preparing a plan whereby our "80" SERIES PREMIUM MOTOR OIL would be available in 1-Quart and 5-Quart *full three-color* LITHOGRAPHED CANS and CARTONS—

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To Other Jobbers: There are no "strings" tied to this plan. Write today for quotations and details.

DOUGLAS MacDONALD, Manager of Sales

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or carrying materials of a porous or adsorptive character.

1,993,512 Claims (12)

Conversion of gaseous olefins by subjecting them at an elevated polymerizing temperature to the action of a contact agent comprising phosphoric acid and a chloride or oxide of the alkaline earth metals.

1,993,513 Claims (9)

Conversion of gaseous olefins into liquid hydrocarbons by subjecting them at a polymerizing temperature to the action of a solid catalyst comprising a calcined mixture of a phosphoric acid and a siliceous material.

* * *

Coking. No. 1 991 971, issued Feb. 19, 1935; filed Dec. 31, 1930; R. E. Wilson, assignor to Standard Oil (Ind.)

CRACKING of residual oils, crude oils, etc., to form coke in which the principal or sole liquid product is gasoline.

Claims (1)

Method that comprises retaining residual constituents in a coking zone in the lower portion of a combined coking and dephlegmating tower, fractionating evolved vapors, introducing feed stock into an intermediate point to dephlegmate capors, causing unvaporized constituents to pass into the coking zone, withdrawing a condensate fraction above feed point, cracking the condensate fraction, cracking the heated oil in an enlarged reaction chamber at 700 pounds pressure, separately removing the liquid and vapor constituents, reducing the pressure to about 60 pounds and delivering them to the coking zone at cracking temperature.

* * *

Regeneration. No. 1 992 307, issued Feb. 26, 1935; filed Jan. 27, 1932; E. Houdry, assignor to Houdry Process Corp.

CONTROL of temperature of a catylytic mass during regeneration by heat exchange coils through hich a liquid is circulated. The arrangement insures constant presence of liquid with a free level for continuous vaporization, so that the temperature is made to correspond to the temperature of ebullition for the circulation pressure maintained.

Claims (8)

Effecting indirect heat exchange during regeneration of the mass between the mass and a cooling liquid at a plurality of substantially horizontal levels within and throughout the mass and maintaining the liquid under pressure at each level while permitting vaporization of the liquid, to insure heat absorption by the cooling liquid at a substantially constant and uniform temperature all through the mass.

Polymerization. No. 1 997 144, issued April 9, 1935; filed March 3, 1930; Max Hofsasz, assignor to Shell Development Co.

POLYMERIZATION of ethylene in the presence of a liquid medium such as mineral oils, vegetable oils or products obtained therefrom and also water or salts solutions, to prevent decomposition. The reaction takes place at high temperature and pressure.. Products formed depend upon the medium used.

Claims (12)

A method of making benzine-like products from ethylene by polymerization in an inert liquid medium at temperatures ranging from 300 to 500° C. while under pressures between 20 and 50 atmospheres and in the presence of catalysts.

* * *

Solvent Extraction. No. 1 995 147, issued March 19, 1935; filed March 9, 1933; F. X. Govers, assignor to Indian Refining Co.

A SOLVENT mixture composed of benzaldehyde and modifying solvent selected from the group comprising isopropyl ether, ethyl ether, benzol, toluol, and the like, is mixed with a wax-bearing fraction of oil in such proportion that the mixture has substantially complete solvent action on the oil at temperatures of around 100° F. ,and at temperatures around 0° F. substantially complete solvent action on the liquid hydrocarbons but no solvent action on the wax. The wax is removed by chilling. From the dewaxed mixture a portion of the modifying solvent is removed to render the remaining solvent selective as between constituents of different viscosity index.

The process is intended particularly for paraffin-bearing lubricating fractions to produce high viscosity index, low pour test lubricating oil from wax bearing mineral oils.

Claims (14)

Process of manufacturing lubricating oil as described above.

* * *

Condensation Products. No. 1 996 738, issue April 9, 1935; filed Dec. 4, 1930; No. 1 99F 739, issued April 9, 1935; filed Dec. 16, 1929; Otto Drossbach and Ernst Roell, assignors to I. G. Farbeindustrie Aktiengesellschaft.

PRODUCTION of condensation products of the diphenyl type from aromatic hydrocarbons, by carrying out the condensation of aromatic hydrocarbons containing less than two carbon atoms in an aliphatic side chain, if such be present, in the presence of catalysts of difficulty reducible, preferably difficulty fusible, metal oxides. Examples given are the oxides of the arth metals, i.e., the alyakine earth or earth metals. Compounds of the metals may be used which are decomposed into oxides by heating. The

velocity of flow of the hydrocarbon vapors is sufficiently high that only 10 to 15 per cent is converted.

Claims (8)

In the catalytic production of condensation products of aromatic, mono- and binuclear, hydrocarbons, in which any aliphatic side chains present contain less than two carbons atoms, while heating to from 500° to 800° C., the step which comprises carrying out the reaction in the presence of a catalyst comprising essentially an alkali metal oxide, but in the absence of free oxygen.

* * *

Recovery from Gases. No. 1 997 145, issued April 9, 1935; filed Dec. 21, 1931; Willy Herbert, assignor to American Lurgi Corp.

RECOERY of hydrocarbons from gases containing constituents, such as diolefines and the like, which are capable, as a result of polymerization or resinification, of exerting an injurious influence on the adsorptive media. The adsorbing and regenerating operations are hastened so that no appreciable deposition of unexpelled material on the adsorbent occurs and clogging is avoided. The aomunt of adsorptive media is reduced below the usual minimum ratio of double the amount of hydrocarbons contained in the gases to as low as one tenth in some cases.

Claims (11)

Recovery of hydrocarbons from gases containing substances with a tendency to polymerize by passing the gases through solid adsorptive media with a velocity of above 20 cms. per second nd reducing the proportion of the adsorptive media used to the amount of hydrocarbons recoverable from the gases per day to below 2:1, or to not more than 1.5:1, or to between 1:1 and 0.1 to 1.

* * *

Dewaxing. No. 1 998 747, issued April 23, 1935; filed Sept. 29, 1933; C. E. Adams, assignor to Standard Oil Co. of Ind.

USE of a crystallization regulator with propane in order to extend the scope of the propane dewaxing process to lighter oils, the so-called paraffin distillates; to combine propane dewaxing with a wax-sweating operation; to obtain extremely rapid separation; and to obtain dense dry wax cakes.

The preferred regulator is "Pourex," prepared from chlorinated wax and naphthalene to which aluminum chloride is added. Reaction products are neutralized with hot caustic soda to remove chlorine, acid, etc.

Claims (10)

Method of recovering sweatable wax by mixing with propane and a crystallization regulator at an elevated temperature and pressure, chilling the mixture by vaporization of propane to effect the solidification of wax which can be readily filtered, filtering the diluted oil from the wax and regulator, sweating the wax to remove the foots oil and regulator, and returning the regulator for admixture with further amounts of sweatable wax.

* * *

Desulfurization. o. 1 997 861, issued April 16, 1935; filed Sept. 19, 1931; Gustav Egloff and Jacque C. Morrell, assignors to Universal Oil Products Co.

TREATMENT of vapors of lower boiling cracked distillates with aqueous solutions of oxygenated halogen acids containing salts of metals, in contact with finely divided metal oxides. Oxygenated halogen acids include hypochlorous acid, chloric acid, bromic acid, iodic acid either alone or in various admixtures and the salts in solution may be those of aluminum, zinc, tin, iron, copper, lead, mercury, cobalt, nickel, chromium, manganese, molybdenum and others.

The function of the oxide mixtures may be of a true chemical nature or they may function merely as catalysts. The acids exert an oxidizing and some polymerizing action upon the cracked vapors.

Claims (1)

Subjecting petroleum distillate in heated vaporous condition to the action of an aqueous solution of hypochlorous acid having dissolved therein a salt of copper which is soluble in the solution.

* * *

Lubricants. No. 1 997 896, issued April 16, 1935; filed Feb. 17, 1930; Walter S. Baylis, assignor to Filtrol Co.

REFINING asphalt base petroleum with adsorbents to make high quality lubricants. A feature is that the oil is distilled in both its liquid and vapor phases while oil and adsorbent are interchanging with each other by alternate vaporization and condensation. The purification is thus accomplished concurrently with the distillation. The process depends for its efficiency upon the selective affinity of the adsorptive material, such as Filtrol, for certain vaporizable impurities.

Claims (3)

Treating crude oil containing tar and asphalt by eliminating these constituents by agitating with concentrated sulfuric acid and separating the oil from the sludge produced, mixing decolorizing clay with the oil, passing the mixture through a heating zone where the lighter fractions are vaporized, introducing the mixture to a fractionating zone at a point substantially above the bottom, condensing heavier fractions of the released vapors, separately withdrawing the condensed fractions, removing lighter fractions of the released vapors and condensing, withdrawing the mixture of unvaporized lubricating stock and clay from the bottom of the fractionating zone, and separating the clay from the lubricating stock.

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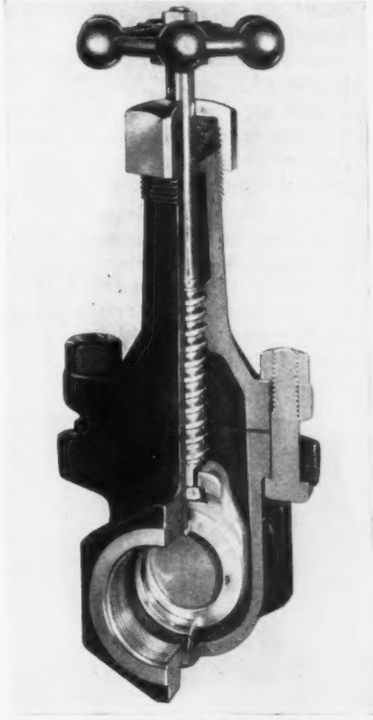
ALL IRON OR BRONZE MOUNTED



JENKINS
bronze—iron—steel
VALVES

Interesting TRADE ITEMS

Oil Burners

Williams Oil-O-Matic Heating Corp., Bloomington, Ill., has just released two booklets one of which describes and illustrates interesting points in various parts of the world in which the company's units are used and the other the reconstructed historic buildings in Williamsburg, Va., in which Oil-O-Matic heating is installed.

The former includes such well known buildings as the Table Rock House at Niagara Falls, Canterbury Cathedral, Westminster Abbey, Reims Cathedral, and Antwerp's "Jardin Zooligique".

* * *

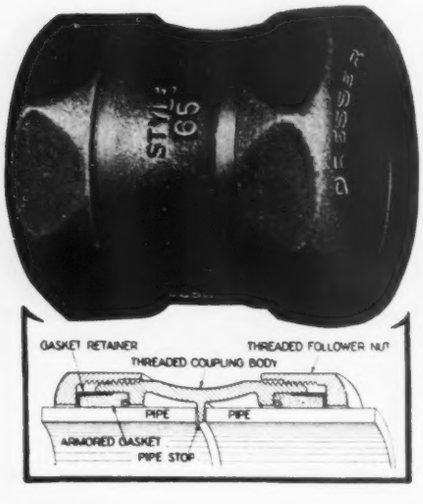
Pipe Joint

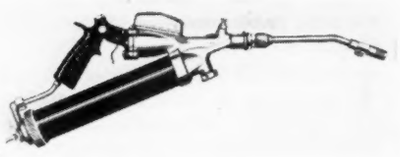
A pipe joint which connects plain-end pipe is being announced by the S. R. Dresser Mfg. Co., Bradford, Pa. No special preparation of the pipe ends, such as threading, grooving, or flaring, is necessary.

The resulting joint is said to be not only permanently tight but absorbs normal vibration, expansion and contraction movement, and permits deflections of the pipe in the joint. This is made possible by two resilient gaskets which encircle each pipe end and are tightly compressed as the nuts are tightened.

The pipe need not be cut to exact lengths with this type of joint, it is pointed out, and joint making in cramped quarters is simplified.

The Dresser Style 65 Compression Coupling, as it is termed, is available in standard steel pipe sizes from $\frac{3}{8}$ to 2-inch I. D., black or galvanized, and is suitable for temperatures up to 200°F. and either high or low pressures, it is said.

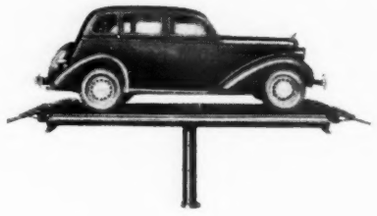




Grease Gun

A new Balcrank CHA one pound air operated power gun is being announced by the Cincinnati Balcrank Co., Cincinnati. Outstanding features are design and appearance, chromium plated front and rear head, lustrous black barrel and handle, higher pressure, faster operation, lighter weight, balance, automatic priming, and ability to reach all fittings easily.

* * *



Lift

The Globe Machinery and Supply Co.'s new hoist unit combines the advantages of the roll-on lift and the free wheel lift, it is claimed. The superstructure has the appearance of a roll-on type and offers the ease of driving on, the working space, the safety, and other characteristics of a

roll-on hoist, it is said. It has automatic wheel stops at all four corners.

With one operation the operator can automatically free the front wheels, the rear wheels, or both front and rear wheels at the same time. The wheel-freeing jacks automatically elevate or lower the wheels with respect to the runways. Particular attention is called to the fact that the operator does not have to lift the weight of the car. All he does is to raise the wheel-freeing jacks until they engage the axles or spring pads. The wheels are freed when the main frame of the superstructure, with the car resting on the jacks, raises the car a short distance before engaging and elevating the runways.

A new six-page circular describing the new model has just been issued and may be obtained from the company's headquarters either in Des Moines or Philadelphia.

* * *

Jacks

A new bumper jack is being demonstrated to the trade by Walker Mfg. Co., Racine, Wis., which is designed for light cars weighing 3500 pounds or less. The lifting bracket engages the bars connecting the bumper to the frame by means of a fixed jaw which rides on an unusually long cadmium-plated screw.

In addition to the No. 290 jack just described the company is announcing a new Series 900 hydraulic jacks, the outstanding features of which are cadmium-plated working parts, centered pump and handle socket, automatic safety valve, easily removed oil filter screen, needle valve release control, adjustable carrying handle, and external oil line control knobs on the heavy duty jacks for operation in horizontal positions.

* * *

Glass Pumps

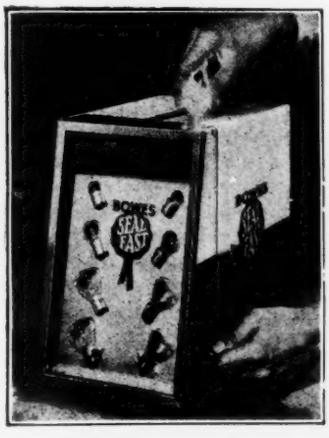
Gasoline pumps made of a new type of glass are being announced by the Libbey-Owens-Ford Glass Co., Toledo. Produced in brilliant colors, the glass is of such translucency that during the day it appears to be opaque, hiding the pump mechanism, but transparent enough that at night its lighted interior provides a glowing color to the whole pump without revealing its mechanism. Many striking effects could be worked out to afford new possibilities in advertising, it is suggested.

The new glass ends all previous arguments about the material being too easily shattered, it is said. It is approximately five times stronger than ordinary glass and tests are said to have shown that it is strong enough to withstand common rought usage. This glass has been produced in Europe for many years and is a common product there, it is said.

* * *

Lamp Display

Retail dealers are being provided with a combined container, display case, and lamp tester by the Bowes Seal Fast Corp., Indianapolis. Produced



in the standard colors of black, white and red, the unit is an attractive piece of merchandising equipment.

As shown in the accompanying picture a glass covered display board shows the various types of bulbs. The top part conceals a small flood-light to give further attractiveness to the display.

The tester is capable of testing any type of automobile lamp including the prefocused type. Storage space for a stock of 12 boxes of lamps is provided in the cabinet, which is fitted with a lock.

* * *

Computer Pump

The Hayes Equipment Mfg. Co., Wichita, is announcing new literature on the Hayes 2-in-1 pumps. A feature of these pumps is the interlocked posted price tag which controls the computing mechanism. No intricate adjustments are necessary within the pump but simply by a change in the price sign on the dial face. If desired the pump may be purchased without the computing mechanism which may be added later at an additional cost. The space above the dial where the computing mechanism is located may be used for advertising space.

Another feature is the "flo-beacon" which is a flow indicator in the hose line. A double spiral spinner is used which is easily cleaned without breaking the glass seal or removing from the pump.

* * *

Adds Re-forming Operation

Nine new fractionating or "bubble" towers make available to the four refineries of the Standard Oil Co. of Ohio, through re-forming, heavy ends of the gasoline which previously could not be utilized to advantage in motor fuel. Under the new process this part, although it was valuable in adding sustained driving power, is cracked to a lower boiling range and put back into motor fuel.

The towers have been added to each of the company's cracking units and make an increased flexibility in the production of gasoline having any desired composition to fit requirements of various type engines or weather conditions.

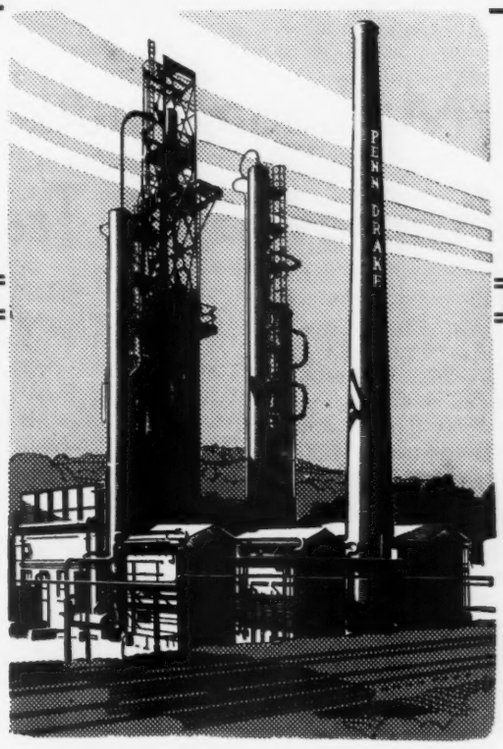
The towers, which are located in Cleveland, Toledo, Lima, Ohio, and Latonia, Ky., are cylinders 40 feet high and eight feet in diameter.

* * *

Truck Tank Faucet

The McDonald Ful-Flo truck tank faucet is being announced for the first time by the A. Y. McDonald Mfg. Co., Dubuque, Iowa. The design is the result of the modern trend to speed and stream-line design. The simplicity of design has reduced the number of parts and made for compactness. Non-chatter is said to make this faucet particularly adaptable for trucks with meters. The faucet is made of bronze and operated with a malleable iron handle.

OVER SIXTY-YEARS' REFINING EXPERIENCE



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REFINERIES AT KARNS CITY AND TITUSVILLE, PA.

CLEVELAND, OHIO WAREHOUSE, 2686 LISBON ROAD

Oil Marketing Industry Still Has Code Approved by Trade Commission

TO MANY in the oil industry it will be news that the NRA code was not the first set of standards or practices for the marketing branch which was drawn up by the industry.

The industry's first experience with a marketing code goes back to 1927, in Virginia. A set of practices was discussed by the Virginia Independent Oil Men's Association as a means of benefiting marketing companies generally in the state and, in May, the subject was taken up formally at a conference of representatives of oil companies, presided over by E. A. McCulloch, a member of the Federal Trade Commission.

The Federal Trade Commission was authorized by law to approve and promulgate a set of practices drawn up by an industry as representing fair trade practices. The commission had no authority to enforce such codes, except to issue cease and desist orders when specific complaints of violations were brought to its attention.

Such an order was issued after the company against whom complaint was made had been given a hearing before the commission to present its side of the case.

The conference at which the Virginia code was drafted was participated in by representatives of the Standard Oil Co. of New Jersey and The Texas Co. and there was at that time speculation as to whether these companies could conform to the terms of a code for the state of Virginia without observing its terms in all their marketing territory, thus leading to a national set of marketing practices for the entire oil industry.

Indeed, before the Virginia code was approved by the Federal Trade Commission, marketers in Ohio were out with a tentative draft of a code for their territory, many of the provisions of which were similar to those in the Virginia code.

In March, 1928, the Federal Trade Commision approved parts of the Virginia code, as an expression by the oil industry in that state of what constituted good and lawful business practice. The commission threw out a clause in the tentative draft which reserved to each company the right to meet existing competition on its own terms. Among the principal provisions in the Virginia code as approved were:

1—Gasoline and oil dispensing equipment could be loaned by the oil company to dealers for handling its products exclusively but the dealer could also have the equipment of other suppliers. All other concessions to the dealer were banned, including financing him.

2—Wholesale prices were to be posted and sales made only at the posted prices. Retail prices to be posted at stations.

3—Rentals paid by oil companies for stations under lease and license agreements were not to be less than cost or than a fair market value.

4—Coupon books were to be sold and redeemed only at face value.

5—A dealer doing his own hauling from the oil company bulk plant was to be allowed not more than 1 cent a gallon discount.

6—No oil or valuable merchandise was to be given away at opening days of stations. Lotteries and gambling trade pullers were forbidden.

When it officially published the 14 rules constituting the Virginia code, the trade commission divided them into three groups. The first was described as "approved practices" and included those practices considered by the commission as "obviously unlawful." This first group included the rule on loaning equipment, that on rentals at leased stations, and that on posting wholesale prices and selling at such prices among others. The second group, defined as "expressions of the trade," included the rules on coupon books, gifts and lotteries and that on conditions under which dealers could do their own hauling from bulk plants.

Two rules suggested by the Virginia oil men were disapproved. One provided that deliveries should not be made from a tank truck into fuel tanks of automobiles. The second forbade one oil company offering another company's dealer better credit terms than the first company.

The commission said the Virginia code would go into effect as soon as a preponderance of oil companies, both large and small, had signed it. In May, 1928, it was disclosed that the code had been signed by many local companies but not one major marketing company had signed it.

In the meantime, however, the movement started by the Virginia marketers had gained impetus. The executive committee of the American Petroleum Institute on May 23, 1928, had endorsed the principle of a marketing code to apply nation wide and had named a committee to study what procedure the institute should follow and whether there should be one code for the entire industry or whether regional codes would be more effective.

Also, representatives of three major marketing companies in Ohio had held three conferences with directors of the Ohio Petroleum Marketers Association and approved generally a code which had been signed by about 500 marketers, including the larger companies. June 1 had been set as the date that code was to go into effect. Colorado distributors had gone ahead and drawn up a code of their own which they declared was effective May 10.

NATIONAL PETROLEUM NEWS said in its issue of May 30, 1928:

"It appears likely a national standard of marketing policies may come about, through several movements now under way to eliminate from gasoline and motor oil jobbing and retailing unprofitable practices which have resulted from the scramble for gallonage in the last few years."

On July 22, 1928, it was announced by the American Petroleum Institute that it would sponsor a national code of oil marketing. Six district committees were set up to hold preliminary meetings and to get the ideas of oil companies in their districts as to what the code should contain. The districts were Pacific Coast, Rocky Mountain, Texas-Arkansas-Louisiana, Oklahoma-Kansas, Middle Western and Eastern.

Chairmen of these district commit-

Teletype Bulletin

WASHINGTON, June 3.—Opinion of the Federal Trade Commission today was that the oil marketing code approved by that government agency in 1929 was still in effect. The first group of the rules of that code, it was pointed out, comprised practices which were considered in violation of present anti-trust laws.

Late in 1934, when the state and regional committees were set up in the oil industry to administer the NRA code, the American Petroleum Institute disbanded the marketing committees in the various regions which were set up back in 1929 to administer the earlier code.

At that time the institute said the earlier code had been accepted voluntarily by more than 18,000 dealers in petroleum products over the country.

tees constituted a general committee which put a code in shape and submitted it to the annual meeting of the institute in Chicago, in December, 1928, where it was endorsed. The tentative code was then to be placed before the Federal Trade Commission and possibly the Department of Justice for approval by these government agencies.

The code as presented to the institute at Chicago was in six sections and a preamble, which set forth that the competition in marketing petroleum products had developed practices which were neither fair to the industry or the consuming public and that, while the law does not permit competitors in an industry to agree upon prices, that it does prohibit unfair methods of competition.

Section 1 had to do with loaning and leasing equipment. It was declared that the practice of loaning or leasing gasoline pumps, tanks and other equipment was unsound and should be discontinued at the earliest possible moment "consistent with existing conditions." A rule sought to freeze conditions as they existed then by declaring the practice of loaning equipment could be carried on in states where it then existed but that, where no equipment had already been installed, or where additional equipment was desired, the borrowing dealer should pay the actual installation costs. Another rule in this section prohibited oil companies from installing other equipment for dealers in general and from putting in drives, canopies, sheds and so on.

SEC. 2 of this tentative code had to do with "owned and leased and licensed stations." This provided that oil companies might lease their stations to dealers provided the leases called for a reasonable return to the lessor upon the fair value of the property. It also provided that oil companies leasing stations from others could not sub-lease or license them at a reduced rental for the purpose of price cutting or rebating.

Sect.. 3, on prices, called for the conspicuous posting of wholesale and retail prices and forbade any deviation from such posted prices in any way. The only exception to this rule applied to commercial accounts where it was provided that, "Commercial accounts, whether for delivery at service stations or otherwise, may be recognized as an exception to this rule in sections where it is now in vogue, but shall apply only to written contracts for charge accounts."

Sect. 4, general, was drawn to prevent interference with existing contracts on the part of other oil companies and forbade a company to attempt to break another company's contract with a dealer. It also forbade substitution of products, lotteries, gifts and special inducements on opening days and so on.

The fifth section was a short paragraph on handling violations and meeting competition and stipulated that the oil company offended against should report the violation to the institute regional marketing committee authorities in its district and should also report the case to the Federal Trade Commission. The oil company could meet the competition through steps approved by the regional committee authorities. The sixth section defined the various classes of trade in the marketing branch of the industry.

On Feb. 12, 1929, the oil industry held a trade practice conference in St. Louis presided over by Chairman McCulloch, of the Federal Trade Commission. Roy B. Jones, president of the Panhandle Refining Co., Wichita Falls, Texas, was the chairman of the institute's general code committee.

Lengthiest debate at the seven-hour conference was over Rule 1 in the tentative code, pertaining to the loaning and leasing of equipment to dealers. The provision was retained, without change, that the practice of loaning equipment was to be discontinued as soon as possible and, where still carried on, equipment could be loaned for the exclusive handling of the products of the supplier of the equipment, but the dealer was not to be prohibited from handling, in other equipment, the products of another supplier. Where no equipment was installed at the time, the dealer was to pay the actual cost.

Rule 2, on the same subject, was amplified at the conference to provide that oil companies might exchange or substitute equipment for that in place, on the date the code was approved by the Federal Trade Commission, without the dealer being forced to pay for the installation costs.

At the St. Louis conference Rule 19 of the tentative code was stricken out because of an informal opinion from the Department of Justice it was a violation of the anti-trust law.

This rule provided that no oil company should sell to any other class of the trade who was knowingly violating the provisions of the code. There were 298 oil men registered at the St. Louis conference.

The code, revised and rearranged by the Federal Trade Commission, was submitted to the oil industry on July 25, together with an agreement which the oil company was called upon to sign. This agreement was a pledge of the oil company to abide by the rules in the code, in consideration of the abandonment by other companies of the practices forbidden in the code.

The trade commission rearranged the rules in two groups. Group 1 contained 7 rules covering practices that violated existing laws regulating competition. It was pointed out these were enforceable by prosecution of offenders in court and that they were binding on oil companies whether they signed the code or not, Group 2 contained rules which were regarded as expressions of the industry as to what it believed unfair practices. They were also regarded as binding only on signatories to the agreement and difficult of enforcement in any case.

The seven rules in Group 1 included that on loaning equipment, on lease and agency, on painting over company signs and colors at stations where accounts were changing hands, forbidding the attempt to break an existing contract, against substitution, against lotteries and games of chance in connection with the sale of gasoline or oil, and provision against selling below cost to damage a competitor.

The rules in Group 2 were definitions of what the oil companies thought good practice in such matters as installing equipment at airports, in fixing up dealers' stations aside from loaning of equipment for handling gasoline and oil, advertising allowances, terms on which stations could be sub-leased to dealers, gifts at opening days, terms on which coupon books could be sold and so on.

IN THIS group also was placed by the trade commission the rule calling for posting of wholesale and retail prices and for selling at such prices. The only reference to commercial account business was in this rule and said: "Commercial accounts, whether for delivery at service stations or otherwise, may be recognized as an exception to this rule (price posting) in sections where they are now in vogue but shall apply only to written contracts for charge accounts."

The names of some 1200 oil companies were issued late in 1929 as signing the code, including many of the major marketing companies.

Thereafter the attention of business men generally was engrossed with the depression, which struck the country in force about that time and the fact that the oil marketing industry had a code seemed to slip from its mind.

Carter Scout Resigns

TULSA, June 1—Resignation of Vance E. Rowe, chief scout of the Carter Oil Co., has been announced and Thomas Brownfield, statistician and assistant to Rowe, has been made chief scout. Rowe will engage in the tistical reports on production in Oklahoma and Kansas. He had been with the Carter 18 years.

Stringfellow Joins Crystal

TULSA, June 1.—Robert L. Stringfellow, former commissioner of public safety at Shreveport, La., has been named vice-president and general manager of the Crystal Refining Corp.

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Ask anyone who has stayed at this popular hotel about the comforts and conveniences — about the location which is close to theatres, shops and the interests of New York. Their reply is better than any we could probably write.

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ON THE LAZY BENCH

The Chronicles of PIL-ZNAH —III

Translated by Dr. D. T. Toper-Dillinger, Emeritus Professor of Psycho-Dipsology, Budweiser University, Sing-Sing, Ill.

Hearken unto PIL-ZNAH, the true-story-teller, for his words are of import. Know that the great King NAFATARI did decree that every year, on the anniversary of the day when RA did vouchsafe to his humble slave PIL-ZNAH the divine gift of BUZ, there should be a great national festival. On that day BUZ was to be offered up[1] freely at all the temples and other gathering places through the land, and thereafter, when the votaries had recovered,[2] they were all to have six moons without work. But the wise King NAFATARI did see that it would be evil for the people to be idle during these six moons, for they might think pernicious thoughts and be tempted-by-evil-spirits to do harm to the State. So the King decreed that PIL-ZNAH should devise a recreation for the multitude. And PIL-ZNAH was sore troubled, for his mind was barren of ideas just as the land of Egypt would be of vegetation were it not for the great River Nile. And in his distress PIL-ZNAH did repair to the Temple of LAGER where he remained for long, making supplication to RA. And RA the beneficent hearkened at length to PIL-ZNAH and did give him counsel. And PIL-ZNAH did go to the great King, who said unto him "Ho! PIL-ZNAH! What hast thou thought of to amuse the people and keep them from mischief and sedition?" And PIL-ZNAH did speak long and earnestly with the great King, and then produced a small round object made of wood exceeding hard, as hard as the skull of an Aethiopian. Thereupon PIL-ZNAH did give unto the great King a rod some 2½ cubits in length with a piece of bronze fashioned like the head of a snake at one end and this piece of bronze did project to the extent of the width of a man's hand. And PIL-ZNAH bade the great King to wait until he had made a small pit in the surface of the ground one hundred cubits distant. An when PIL-ZNAH had made this pit, he said: "O King! strike the ball with the rod so that thou dost make it to go and enter this pit." And the great King took up the rod and smote with it at the ball as if he were smiting an enemy in battle. But though the great King smote with great strength, the ball remained upon the ground, for the rod clave the air above it. And the great King waxed wroth. But PIL-ZNAH soothed him and enjoined him to smite yet again. And the great King did smite, yea, with even more strength than before. But this time he did strike the ground nigh unto the ball with his rod, and lo! the rod did break asunder, and the piece of bronze rose into the air to a prodigious height like the sacred IBIS. And when at length the piece of bronze fell to earth it struck a slave and slew him. And the great King was again angered, yea, far more than before, and wished to slay PIL-ZNAH. But PIL-ZNAH, directed by RA, brought out from the fold of his nether garments a phial filled with BUZ, of superfine quality, which he did humbly offer to the great King. And the great King did take the phial and drained-it-at-a-draught. And when he had done so, he was no longer wroth.

Then did PIL-ZNAH plead in humble tones to the great King, saying: "Remove not thy august gaze from the ball when thou art smiting."[3] And the great King hearkened and did take another rod like unto the first, and he smote once more with a mighty smiting. And lo! the great King's rod struck the ball so that it flew high into the air and then fell nigh to the small pit. And the great King smiled upon PIL-ZNAH, and he and PIL-ZNAH strode forward to the ball. Then PIL-ZNAH spoke again to the great King, saying, "Smite yet again, but gently, so that the ball doth roll along the ground and enter into the pit." And the great King did as PIL-ZNAH had counselled, and the ball did roll into the pit. Then was the great King exceeding pleased, and he said to PIL-ZNAH, "Lo! this is a great game, and a noble way of exhibiting dexterity and skill! Go, then, PIL-ZNAH, and drive the ball even as I have done—if thou can'st!"

And PIL-ZNAH went back to where the great King had first smitten the ball, and he did smite it in his turn. But PIL-ZNAH had-not-been-born-the-day-before, and he did take five smites to make the ball enter the pit where the great King had taken four. Whereat the great King was much pleased and graciously said unto his servant: "In time thou wilt play perhaps nigh as well as I. Go thou and practice, and teach all the people of Egypt to play,

[1]This is an ambiguous hieroglyph which can also mean "put-down-in-large-quantities-without-a-pause."

[2]See Note 7 in the first part of the Chronicles of PIL-ZNAH.

[3]For instruction as to the rules of the game, the reader is advised to consult the most exhaustive work on the subject, namely, *What I know about Golf* by Professor Rolfe-Munchausen (who also writes under the pseudonym of *Bogeyman* in the *Golfers' Weekly*).

[4]This, as Professor Nittwitson lucidly explains, is the true solution of the riddle of the Sphinx.

for it is the game of games!" Then the King held a council with his nobles and he told them of this great game, and he caused them all to play.

But the great King said, "This game is too easy for those who are skilled. We must have an obstacle in the way of the ball." So he caused the Sphinx to be built for this purpose, in honour of the Goddess BUN-KAH. But not even the great King himself could smite the ball so as to send it over the Sphinx. So he gave command for the Pyramids to be built, in order that he and the others-that-played could smite the ball exceeding far, yea, even over the Sphinx, from the top of those high buildings.

—The Naft Magazine,
The Anglo-Persian Oil Co., Ltd.

—NPN—

Once upon a time an oil man got up early on Sunday morning to let the iceman in, and not being able to find his bathrobe, he slipped on his wife's kimono. When he opened the door he was greeted by a nice big kiss by the iceman. And the only way he could figure it out was that the iceman's wife had a kimono just like the one he had on.

—The Unloading Rack,
A. Y. McDonald Mfg. Co.

—NPN—

With Pleasure

The bossy colonel while inspecting the army kitchen stopped two soldiers who were carrying a soup kettle.

"Here, you!" he growled, "give me a taste of that."

The colonel was used to being obeyed and so he received the desired taste without question or explanation. Then he spat and sputtered:

"Good heavens, man! You don't call that stuff soup, do you?"

"No, sir," replied the soldier meekly, "It's dishwater we was emptying, sir."

—Marquette Lubricator,
Marquette Petroleum Products, Inc.

—NPN—

Right Environment

Magistrate: "So what did you say when you heard the defendant using such awful language?"

Copper: "I told him he wasn't fit to be among decent people and brought him here."

—Sunoco Diamond,
Sun Oil Company.

The Wise Guy

A. Wakefield (American)—"Why is your car painted blue on one side and red on the other?"

Student—"Swell idea. Gets the witnesses contradicting each other."

—The Unloading Rack,
A. Y. McDonald Mfg. Co.

—NPN—

The efficiency expert who tried to eliminate jobs is now trying to find one!

—The Unloading Rack,
A. Y. McDonald Mfg. Co.

Coming Meetings

(*Continued from page* 17)

Ohio Petroleum Marketers Assn., place to be named later, sometime in September.

National Safety Council, 24th Annual Safety Congress, Louisville, Ky., Oct. 14 to 18.

American Gas Assn., Mfgrs. Division, Atlantic City, N. J., Oct. 14 to 18.

National Tax Assn., Oklahoma, Biltmore Hotel, Oklahoma City, Okla., Oct. 14 to 19.

Independent Petroleum Assn. of America, Adolphus and Baker Hotels, Dallas, Tex., Nov. 4, 5.

American Petroleum Institute, 16th annual meeting, Biltmore Hotel, Los Angeles, Cal., Nov. 11 to 14.

California Natural Gasoline Assn., Los Angeles, Calif., some time in November.

Anti-knock

IN CUSHING'S NEW GASOLINE

is ***anti-knock***

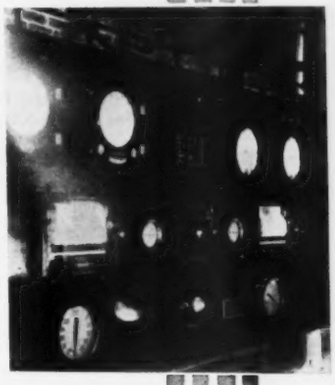
and we ***guarantee it!***

We've spent thousands of dollars building a new plant to bring you the motor fuel sensation of 1935—the new Cushing gasoline is high octane, anti-knock and you can recommend it to your customers without reservation, *because its performance is refined in*—not artificially doped-up. What's more, it's safe—no poison, no danger signs. This new Cushing gasoline offers you sales building opportunities, *take advantage of them now!*

Cannonball Service

WIRE, WRITE OR PHONE FOR QUOTATIONS

Anti-Knock 400 End Point
60-62 Better than U. S. Motor
60-62 Under 400 End Point
64-66 Under 375 End Point
68-70 Under 360 End Point
42-44 W. W. D. T. Kerosene
38-40 Light Straw Zero Distillate
32-36 Overhead uncracked Gas Oil
Straight Reduced also Cracked Fuel Oil



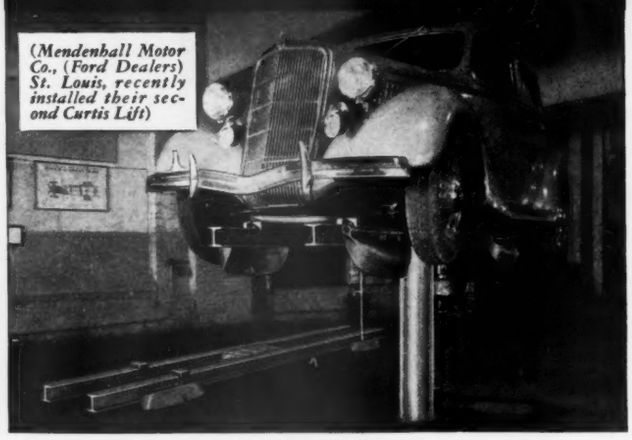
View of Control Board—the pulse of the new modern Cushing plant.

Cushing

REFINING & GASOLINE COMPANY

General Sales Offices: CUSHING, OKLA.
Division Sales Offices: 2007 Foshay Tower
Minneapolis, Minn.
REFINERIES: CUSHING and BLACKWELL, OKLAHOMA

Real SUPER SERVICE and "Visible Lubrication" with a CURTIS LIFT



(Mendenhall Motor Co., (Ford Dealers) St. Louis, recently installed their second Curtis Lift)

A Full-sized Lift For All Makes of Cars Self-Leveling, Oil-Locked

Full-size plunger: Provides ample capacity, strength and safety for all makes of cars.

Self-leveling: Can't stick or bind coming down, even with unequal weight distribution on the platform.

Oil-locked: Curtis Lifts are safe at all heights because they're lifted, held and locked by oil.

Additional Features: These additional Curtis features make Curtis Lifts sturdy, trouble-free and efficient: (1) Automatic drop-away wheel guides quickly spot the car. (2) Dual-support rear sled. (3) Universal one-piece front bracket. (4) Special grease-packed gland ring around plunger prevents mud and grit from scoring plunger. (5) Simple, unfailing automatic retard valve positively controls lowering speed.

Curtis Pneumatic Machinery Co., 1965 Kienlen Avenue, St. Louis, Mo.; New York City—Chicago—San Francisco

CURTIS Air Compressors—Car Washers—Rotating Lifts Tire Inflation Stands

LUBRICATION GUIDE

NEW and third edition of the "Service Man's Guide to Automotive Lubrication" has just been published. Revised and brought down to date with new illustrations. Chapter headings:

1-Automotive Lubrication Business; 2-Fundamentals of Lubrication; 3-Bearing Lubrication; 4-Lubricating Oils and their Characteristics; 5-Automobile Engine Details; 6-Engine Lubricating Systems; 7-Engine Lubrication Requirements; 8-Behavior of Oil in Engine; 9-Automobile Transmissions; 10-Gear Lubricants; 11-Clutches; 12-Universal Joints; 13-Rear Axle Systems; 14-Wheel Bearings; 15-Spring Shackles; 16-Brakes; 17-Springs and Shock Absorbers; 18-Individually Suspended Front Wheels; 19-Steering Gears; 20-Central Chassis Lubrication Systems; 21-Routine in Lubricating Car.

Written by John B. Rathburn, petroleum engineer and J. Howard Pile, editor of Chek-Chart, it is a comprehensive work on the subject of automotive lubrication. Contains 131 pages with 119 illustrations. Price $2 per copy.

Send your order to the Book Department

NATIONAL PETROLEUM NEWS, 1213 West 3rd St., Cleveland, O.

F. H. Littlefield Heads Canadian Oil Co.

TORONTO—At the annual meeting of Canadian Oil Companies, Ltd., F. H. Littlefield, Toronto, was elected to the presidency of the company to succeed the late F. B. Fretter. W. H. Lamprecht, Cleveland, was elected first vice-president; F. C. West, second vice-president and H. F. Hoecker, secretary. The vacancy on the Board of Directors was filled by the election of H. F. Heil.

While the company had higher sales last year than in 1933, its profits were lower, because of the higher prices paid for crude. Sales in the first quarter of this year were ahead of the corresponding period of last year.

The company's new plant at Petrolia will be ready for operation on June 1.

Indianapolis Prevented From Taxing Pumps

INDIANAPOLIS, June 1.—The oil industry has been successful in its two-year legal battle to prevent the city of Indianapolis from collecting an annual license tax of $15 for each gasoline pump.

A decision handed down this week by Judge Weir, in the Marion County Superior Court, perpetually enjoins Indianapolis from collecting this license tax. The suit was started over two years ago when a temporary restraining order was issued.

The oil industry will save about $35,000 annually through this decision, the Indiana Independent Petroleum Association announced.

Col. Bishop Elected to McColl Board

MONTREAL — Colonel W. A. Bishop, V. C. was elected to the board of directors of McColl-Frontenac Oil Co. to replace the late Hon. Walter C. Mitchell, U. C. at the annual meeting of the shareholders here. John Irwin, president, drew attention to the very liquid position of the company, although it had financed out of working capital additions to refinery and property of $974,691.

Gasoline sales in Canada in 1934, he said, had increased by 3 per cent and the company had enjoyed a proportionate share of this increased volume. A special by-law was passed giving the company wide borrowing powers in the United States in order to facilitate the purchase of crude oil there and guard against exchange fluctuations.

Milwaukee's New Train Is Powered By Oil

CHICAGO, June 1.—Another high speed, oil burning train, began traveling between Chicago and the Twin Cities this week on a 6½-hour schedule.

This was the Milwaukee road's Hiawatha, advertised as the "first of the speedliners." One train leaves Chicago daily at 1 p. m., central time, arriving at Minneapolis at 8 p. m. The other train leaves Minneapolis daily at 12:30 p. m. and arrives in Chicago at 7:30 p. m.

The Hiawatha trains were especially built for the service, powered by oil burning steam locomotives, air-conditioned cars, roller bearings on all axles, and light weight coaches. The train is claimed to have a cruising speed of 100 miles an hour, and is capable of a top speed of 120 miles an hour.

Senate Exempts Service Stations From Tax

LOS ANGELES, May 31.—The California chain-store tax bill, which provides for a tax of $500 a year for the tenth and each additional unit, was passed, May 29, by the California senate in an amended form and sent back to the assembly for concurrence.

Although the senate changes have removed some of the most objectionable features of the bill, if adopted in its present form it is expected to be challenged in the courts as unconstitutional. Service stations are now exempt from the bill's provisions but the assembly is believed likely not to accept the exemption.

Buys Putman Bros. Stations

ST. JOHN, N. B.—British American Oil Co. Ltd., of Toronto, has entered the field of distribution in the Maritime Provinces by purchasing the old firm of Putman Bros., a distributing organization serving New Brunswick and Nova Scotia.

Putman Bros. has acted as a marketing organization for Gulf Oil Co. products in the Maritimes. Now that the British American Oil Co. has obtained control, it is expected that the Montreal refinery of that organization will supply the products sold in New Brunswick and Nova Scotia.

To Build Canadian Refinery

VANCOUVER, B. C.—Standard Oil Co. of California has purchased a site of 40 acres on Burrard Inlet, near Vancouver, on which it will erect an oil refinery. This is expected to be in full operation by next autumn.

PRIVATE BRAND OILS

The demand for motor oils in refinery-sealed cans is still growing, and will continue to grow. The Freedom Oil Works Company is well equipped to pack and seal their quality oils in jobbers' own private-brand cans. A variety of specifications to select from—all 100% Pure Pennsylvania Grade Crude, refined in one of Pennsylvania's best-equipped refineries.

FREEDOM

THE FREEDOM OIL WORKS CO.
126 THIRD STREET . . . FREEDOM, PA.

Refiners of Freedom Perfect, Fort Pitt, Beaver Penn and Penn Ace Motor Oils

Are YOU One ?

National Petroleum News,
500 Penton Bldg., Cleveland, Ohio

Yes—I'm one that is always promising myself "my own personal copy" of NATIONAL PETROLEUM NEWS each week. So here goes! Send me the next 52 issues for which I enclose $5.00. (Foreign $6.50, Canada $7.50, including tax.)

NAME .....

Address .....

Div. of Industry .....

Company .....

Transactions in Oil Stocks on New York Stock Exchange

1934 High	1934 Low	1935 High	1935 Low	Listed Shares	Par Value	Company	Current Dividend	Last Div. Paid	Transactions Week Ended June 1 Sales Shares	High	Low	Last	Week's Change
55⅝	39	70¾	48½	922,070	N.P.	Amerada Corp.	50cQ	Jan. 31, 35	3,900	69¼	63⅝	63⅝	— 5⅛
40½	29½	33¼	29⅝	2,290,412	$25	Associated Oil Co.	35c	Mar. 30, 35	.....	.....	.....	.....	.....
35¾	21½	28	21⅝	2,696,652	25	Atlantic Refining Co.	25cQ	Mar. 15, 35	19,700	27½	23⅝	23¾	— 3¼
10	5⅞	10⅝	5⅞	2,258,779	5	Barnsdall Corp.	....	May 11, 31	27,500	9⅝	8¼	8¼	— ⅜
9¾	5	7½	6¾	1,444,970	N.P.	Colonial Beacon Oil Co.	....	.....	10	6¾	6¾	6¾	— ½
14¼	7¼	10½	6½	14,218,835	N.P.	Consolidated Oil Corp.	14c	Oct. 31, 34	56,600	10⅛	8⅝	8¾	— ⅝
112⅛	108	112	109	132,771	$100	do pfd.	$2Q	May 15, 35	.....	.....	.....	.....	.....
22¾	15¾	23	15⅛	4,722,652	5	Continental Oil Co.	12½c	Apr. 30, 35	29,200	22⅜	19⅜	19¾	— 2½
23½	12	18⅞	11¾	413,333	$10	General Asphalt Co.	....	June 15, 32	7,100	18¾	15½	15½	— 3¼
29¾	12½	17¾	9½	95,841	100	Houston Oil Co.	....	.....	800	16	13⅛	13⅛	— 3¼
5⅝	2½	3⅝	1½	678,234	25	do v.t.c.	....	Feb. 1, 32	1,200	2⅞	2½	2½	— ⅜
4¾	2⅝	2¾	2⅛	1,207,132	10	Indian Refining Co.	....	Dec. 15, 20	.....	.....	.....	.....	.....
3⅜	¾	1⅞	⅛	1,309,060	N.P.	Louisiana Oil Ref'g. Corp.	....	.....	5,700	1⅛	†½	⅝	— ⅜
23½	7¼	14½	7¼	40,000	$100	do pfd.	....	May 16, 32	130	9⅛	8	8	— 3¼
3¼	1⅛	4¾	1	330,000	N.P.	Maracaibo Oil Exploration Co.	....	.....	100	2	2	2	— ½
63½	50	....	....	449,083	$100	Mexican Petroleum Co.	....	Apr. 20, 31	.....	.....	.....	.....	.....
14⅝	9⅛	13⅞	9½	1,857,912	N.P.	Mid-Continent Pet. Corp.	15c	June 1, 35	10,000	13¾	11¼	11⅜	— 2⅜
15⅞	8½	14⅛	9⅝	6,648,052	N.P.	Ohio Oil Co.	15c	Dec. 15, 34	33,500	13	11⅛	11⅜	— 1⅛
11½	10⅜	11⅝	10⅜	4,699,885	$5	Pan Amer. Pet. & Transp. Co.	....	Mar. 15, 33	400	11¼	11¼	11¼	0
2½	⅝	1⅝	⅝	199,370	N.P.	Panhandle Prod. & Ref'g. Co.	....	.....	300	1	¾	¾	— ¼
21½	7	12	6½	17,994	$100	do pfd.	....	July 2, 23	50	9¾	8	8	— 2
14¼	8¼	11⅝	7⅝	2,153,444	5	Petroleum Corp. of America	50c	May 14, 34	12,200	11⅝	9⅜	9⅜	— 1½
20¾	13⅜	23	13⅜	4,439,450	N.P.	Phillips Petroleum Co.	25cQ	June 1, 35	56,200	22⅝	19⅛	19⅜	— 2¼
1⅛	⅝	⅝	⅝	1,184,817	$25	Pierce Oil Corp.	....	.....	1,200	½	⅜	⅜	— ⅛
10¾	4½	6⅞	3½	150,000	100	do pfd.	....	Feb. 1, 22	.....	.....	.....	.....	.....
2	⅞	1⅜	¾	2,500,000	N.P.	Pierce Petroleum Corp.	....	Feb. 16, 31	1,000	1	⅞	⅞	— ⅛
16¾	7¼	11⅝	6½	1,050,000	$5	Plymouth Oil	25cQ	Mar. 30, 35	10,600	9¾	8½	8½	— 1
14⅞	6½	9¼	5⅞	3,038,370	N.P.	Pure Oil Co.	....	Sept. 1, 30	14,500	8⅝	7¼	7⅜	— 1⅛
80	49	71¼	49⅝	130,000	$100	do 8% pfd.	....	Apr. 1, 33	730	71	61	61	— 9
39⅛	28⅝	42½	29½	425,342	$14.00	Royal Dutch Co. (N. Y. shares)	$1.35	July 31, 34	1,800	42¼	40	41	— ⅝
38⅝	20¾	35⅞	20¾	1,244,383	N.P.	Seaboard Oil of Del.	25cQ	Mar. 15, 35	8,300	33⅝	28½	28¾	— 4
26½	19	34½	20⅜	56,148	L2	Shell Transport & Trading Co.	75c	July 23, 34	160	*34½	33¾	34½	+ ¼
11½	6	11½	5½	13,070,625	N.P.	Shell Union Oil Corp.	....	June 30, 30	45,600	10⅞	9¼	9⅝	— 1
89	57	97	63½	400,000	$100	do pfd. w.w.	....	July 1, 31	2,400	95⅛	87	87	— 7¼
16⅝	7¼	18¾	13½	461,000	10	Simms Petroleum Co.	50c	Feb. 1, 35	4,400	15	14⅛	14½	— ¼
11½	6	11⅝	6½	1,100,069	25	Skelly Oil Co.	....	Dec. 15, 30	3,700	10¾	9⅛	9⅛	— 1¾
68½	51½	91	60	120,000	100	do pfd.	....	May 1, 31	300	90½	87	87	— 4¼
19⅞	12½	15¾	11	31,701,348	25	Socony Vacuum Oil Co.	15c	Mar. 15, 35	61,800	15¼	13¼	13¼	— 2
114	96½	116	111	764,925	100	S. O. Export Corp. pfd.	$2.50S.A.	Dec. 31, 34	400	114	113¾	113¾	+ ¼
42⅞	26½	38⅞	27¾	13,102,900	N.P.	S. O. California	25cQ	Mar. 15, 35	33,700	38⅝	32¾	33⅛	— 4⅞
32⅝	23¼	27¼	23	15,375,175	$25	S. O. Indiana	25c	Mar. 15, 35	21,300	26½	25⅜	25½	— ½
41	26	32	26½	320,000	10	S. O. Kansas	50c	Oct. 31, 34	1,100	28	28	28	0
50⅛	39¼	50½	35⅝	25,740,965	25	S. O. New Jersey	††	Mar. 15, 35	53,500	49⅛	45	45¾	— 3⅛
74¼	51½	75½	60½	1,590,406	N.P.	Sun Oil Co.	25cQ	Mar. 15, 35	800	75	72	72	— 3½
118	100	121	115½	100,000	$100	do pfd.	$1.50Q	June 1, 35	110	119	118¼	118¼	— ⅝
3	1¼	3	1⅝	966,979	N.P.	Superior Oil Corp. (Del.)	....	.....	6,100	2⅝	2⅜	2⅜	— ⅜
29⅜	19⅝	23¾	16½	9,851,236	$25	The Texas Corp.	25cQ	Apr. 1, 35	20,200	23½	20¼	20⅜	— 2⅝
6½	2½	4⅝	3¼	930,570	10	Texas Pacific Coal & Oil Co.	....	Dec. 31, 29	7,700	4¼	3⅞	4	— ¼
14⅝	8	12	7⅝	5,998,919	N.P.	Tide Water Associated Oil Co.	....	Feb. 16, 31	31,800	12	10⅛	10½	— 1¼
86½	64½	102⅛	84	695,503	$100	do pfd. C. T. V.	$2.00	Apr. 1, 35	600	*102⅛	101	101½	+ ½
40	24	32½	26¾	2,191,823	N.P.	Tide Water Oil Co.	35c	Mar. 30, 35	60	*32½	32½	32½	+ ½
100½	80	105¾	100	199,446	$100	do pfd.	$1.25Q	May 15, 35	2,100	105	104½	105	0
20½	11½	20⅜	14¾	4,386,070	25	Union Oil of California	25cQ	May 10, 35	15,400	20⅛	17	17⅜	— 2½
25⅝	15⅝	26¼	20⅞	1,200,000	N.P.	Union Tank Car Co.	30cQ	Mar. 1, 35	1,100	25¾	24	24	— 1¾
3⅞	1	1⅝	⅝	759,538	N.P.	Warner Quinlan Co.	....	July 3, 30	1,800	1	⅞	⅞	— ⅜
5¾	2	2⅝	1	431,443	$5	H. F. Wilcox Oil & Gas Co.	....	May 10, 28	900	2	2	2	— ¼

*New high. †New low. x Ex-div. **On accum. pfd. ††In Mission Corp. Stock.

Standard Oil Stocks on New York Curb Market

1934 High	1934 Low	1935 High	1935 Low	Shares Issued	Par Value	Company	Current Dividend	Last Div. Paid	Transactions Week Ended June 1 Sales Shares	High	Low	Last	Week's Change
11	6	6½	6	40,000	$25	Borne Scrymser Co.	....	Oct. 15, 30	.....	.....	.....	.....	.....
38	26	39	30⅜	200,000	50	Buckeye Pipe Line Co.	75cQ	Mar. 15, 35	100	39	39	39	+ ⅞
150	116	157	115	120,000	25	Chesebrough Mfg. Co.	$1.50	Mar. 29, 35	50	131	131	131	— 2½
14⅝	9⅝	18½	10	5,977,873	N.P.	Creole Petroleum Co.	....	.....	24,300	18⅛	16	16	— 1½
37	30	38	34	50,000	$100	Eureka Pipe Line Co.	$1Q	Feb. 1, 35	.....	.....	.....	.....	.....
49⅛	33¼	64	44	9,000,000	N.P.	Humble Oil & Refg. Co.	25cQ	Apr. 1, 35	12,100	63¼	56	56⅞	— 4½
17⅞	12⅝	22½	15⅝	26,742,792	N.P.	Imperial Oil Ltd.	‡25cS.	June 1, 35	23,400	22¼	19½	19⅞	— 1½
17½	12⅝	22½	16⅛		N.P.	do registered	25cQ	June 1, 34	300	21⅝	20⅛	20⅛	— 1¾
6⅞	3¾	5	3⅜	300,000	$10	Indiana Pipe Line Co.	15c S.A.	May 15, 35	.....	.....	.....	.....	.....
33⅝	19⅝	38⅞	28	14,247,088	N.P.	International Pet. Co.	‡75cS.	June 1, 35	21,600	39⅝	34⅝	35	— 3¼
9½	7	9	6¾	513,000	$12.50	National Transit Co.	35c	Dec. 15, 34	400	9	8½	8½	— ⅛
4¾	3	3⅝	3	100,000	5	New York Transit Co.	15c S.A.	Oct. 15, 34	.....	.....	.....	.....	.....
7	4⅛	7	5¼	120,000	10	Northern Pipe Line Co.	25c S.A.	June 2, 35	100	6¼	6¼	6¼	— ¾
91	83½	107¼	90¼	580,796	100	Ohio Oil Co. pfd.	$1.50Q	Mar. 15, 35	800	106½	105¼	105¼	0
8⅛	3⅜	11	7½	400,000	25	Penn Mex. Fuel Co.	....	Dec. 22, 33	.....	.....	.....	.....	.....
5½	3½	4¾	3⅞	100,000	10	Southern Pipe Line Co.	15c	Mar. 1, 35	.....	.....	.....	.....	.....
26½	17½	28⅝	21⅝	1,200,000	25	South Penn Oil Co.	30c	Apr. 1, 35	2,900	26½	24	25	— 1⅝
47	41	52½	45¼	35,000	50	South West Pa. Pipe Lines	$1Q	Apr. 1, 35	.....	.....	.....	.....	.....
18⅛	14⅝	21⅝	18	2,606,983	10	S. O. Kentucky	15c	Mar. 15, 35	7,700	20¾	20	20⅛	+ ⅛
16⅞	8¼	12	7¾	190,822	25	S. O. Nebraska	....	June 20, 34	200	11½	11¼	11¼	— ⅜
28½	12⅝	19¾	11½	752,465	25	S. O. Ohio	....	Apr. 16, 34	900	17¼	16¼	16¼	— 2¼
95	77½	99½	91	120,000	100	do 5% pfd.	$1.25Q	Apr. 15, 35	25	95½	95½	95½	— 2½
4¼	2⅝	2⅞	2¼	34,158	25	Swan Finch Oil Corp.	....	Dec. 1, 30	.....	.....	.....	.....	.....

*New high. †New low. ‡Imperial Oil Spec. 37½c June 1, 35. International Pet. Spec. 50c June 1, 35.
x Ex dividend.

Sells Own Accessory Line

TULSA, June 1.—A new line of specialties and automobile accessory merchandise is being offered under its own brand name by the Mid-Continent Petroleum Corp. in its eastern, northern, western and Chicago divisions.

The specialty line consists of seven items. They are furniture polish, household oil, auto polish, radiator stop leak, radiator flush, dust cloth, and tube repair kit.

Customer acceptance of these items will be closely watched by both Mid-Continent's officials and some outside interests. Mid-Continent recently switched from its own line of tires and accessories to those of Firestone in its southern division, while retaining its own brand products in the other divisions. This action was primarily to make a test of the acceptance of nationally advertised products as against the company's own brand.

Oil and Royalty Stocks on New York Curb

1934 High	1934 Low	1935 High	1935 Low	Par Value	Company	Transactions Week Ended June 1 Sales Shares	High	Low	Last	Week's Change
1¼	⅛	⅛	⅛	N.P.	American Maracaibo..	2,900	⅛	⅛	⅛	— ⅛
2⅞	1	1⅝	⅝	N.P.	Arkansas Nat. Gas....	800	*1⅝	1½	1⅝	+ ⅛
2¾	⅝	1¼	⅝	N.P.	do A.....	5,800	*1¼	1	1¼	+ ¼
3⅞	1¾	4⅜	2¼	$10	do pfd.....	1,300	4¼	4	4¼	+ ⅛
15⅜	12¾	15⅞	14½	N.P.	British Amer. Oil coup.	100	15⅞	15⅞	15⅞	+ ⅛
5½	1½	4¼	1⅜	$¼	Carib Syndicate.....	4,500	⅜	2¾	3	— ½
4¼	1¼	2¼	¾	N.P.	Cities Service.....	94,800	*2¼	1⅞	2	+ ⅛
26⅛	11¼	24½	6⅛	$100	do pfd.....	7,700	*24½	18	19½	— ¾
2½	1⅛	2⅝	⅝	10	do pfd. B.....	1,900	*2⅛	2	2	+ ⅛
23⅛	9	22	6	100	do pfd. BB.....	150	*22	20	21	+ 2½
3¼	½	1¼	⅝	N.P.	Colon Oil Corp.....	2,100	1⅛	⅛	1	0
1¾	⅛	½	⅛	N.P.	Columbia Oil & Gas vtc.	600	⅜	1/16	1/16	0
2	1⅛	1¾	1	$1	Consolidated Royalty..	100	*1¾	1¾	1¾	— ¼
3⅛	½	⅞	⅜	N.P.	Cosden Oil.....	.....	.....	.....	.....	.....
9	2½	2	1	$100	do pfd.....	.....	.....	.....	.....	.....
1¼	¾	⅞	⅝	N.P.	Crown Central Pet.....	500	¾	¾	¾	0
7⅜	4⅛	6⅝	4¼	N.P.	Darby Petroleum.....	700	*6⅝	6	6	— ⅜
2¼	1	2	¾	N.P.	Derby Oil & Refg.....	3,500	2	1¼	1¼	— ¾
.....	....	20	20	N.P.	do pfd.....	.....	.....	.....	.....	.....
76¾	50	74¾	50¼	$25	Gulf Oil Corp.....	7,000	72¼	64½	64½	— 7
4½	1¼	4¼	1⅝	N.P.	Indian Ter. Illg. Oil A	100	3	3	3	0
4½	1¼	4¼	1⅛	N.P.	do B.....	1,700	3	2⅞	2⅞	— ⅛
3	1⅛	3	1⅞	N.P.	Kirby Petroleum.....	2,600	2⅞	2½	2½	— ⅛
⅞	⅛	¾	⅛	$25	Leonard Oil Dev.....	7,500	⅜	1/16	½	— ⅛
6	3⅜	6⅜	3⅛	N.P.	Lion Oil Refg.....	500	5¼	5	5	— ¼
8⅛	4¼	6¼	4½	N.P.	Lone Star Gas.....	1,500	6	5⅝	5⅝	— ¼
8⅜	5¼	7½	4	N.P.	Margay Oil Co.....	100	7½	7½	7½	0
2¼	1	1	⅞	N.P.	Mexico-Ohio Oil.....	.....	.....	.....	.....	.....
5	2⅜	3⅜	2	N.P.	Michigan Gas & Oil...	1,100	*3⅜	2¾	2¾	— ½
2⅞	1	2⅛	⅞	N.P.	Mid. States Pet. A vtc.	100	1⅞	1⅞	1⅞	0
1⅛	¼	⅛	⅛	N.P.	do B vtc.....	500	½	½	½	+ 1/16
¾	⅛	⅜	¼	$1	Mountain & Gulf.....	.....	.....	.....	.....	.....
5½	4	5½	4⅛	10	Mountain Producers...	900	5⅛	5⅛	5⅛	— ⅛
18⅛	⅛	18⅛	13½	N.P.	National Fuel Gas....	3,700	17⅞	16⅝	16⅝	— ⅞
2⅛	1¾	2⅜	2	$5	New Bradford Oil.....	800	2⅛	2⅛	2⅛	— ⅛
3⅜	1¾	3⅛	2	N.P.	North Central Texas...	1,300	*3⅛	2⅞	2⅞	— ⅛
⅛	⅛	1/16	⅛	N.P.	North European.....	8,600	*⅛	⅛	1/16	+ 1/16
10⅜	8¼	11¾	9½	N.P.	Oil Stocks Ltd. A.....	600	*11¾	11⅝	11⅝	+ ⅛
2⅜	⅞	2⅛	1¼	N.P.	Pantepec of Venezuela.	10,500	2	1⅝	1¾	— ¼
⅜	⅛	1/16	⅛	N P.	Producers Royalty....	600	1/16	1/16	1/16	0
63	33½	57	34¾	$100	Pure Oil 6% pfd.....	930	*57	50	50	— 6
1½	¾	1	½	N.P.	Red Bank Oil.....	500	1	1	1	0
1	1/16	¼	1/16	N.P.	Reiter-Foster Oil.....	1,300	¼	¼	¼	0
4	⅛	1	⅜	$25	Richfield Oil pfd.....	200	⅝	⅝	⅝	— ⅛
1¼	¾	2¼	1		Root Refining.....	100	1⅞	1⅞	1⅞	— ⅜
8¼	3½	10¼	4	10	do conv. pr. pfd....	1,100	*10¼	10	10	0
.....	.....	.....	.....	$10	Royalty Corp. pfd.....	.....	.....	.....	.....	.....
3⅜	⅞	1½	⅝	N.P.	Ryan Consolidated....	.....	.....	.....	.....	.....
1	1/16	1	¾	$10	Salt Creek Consolidated	.....	.....	.....	.....	.....
7⅞	5	7½	5½	10	Salt Creek Prod.....	2,000	7⅛	6¾	7	0
6	4⅞	6¾	4¾	N.P.	Southland Royalty....	1,000	6½	5½	5⅞	— ¼
2	1/16	1¼	1/16	$5	Sunray Oil.....	2,000	1¼	1	1⅛	0
....	....	3⅜	2	$1	Swiss Oil Corp.....	1,500	*3⅜	3⅛	3¼	0
11	4⅜	6⅞	5	N.P.	Texon Oil & Land.....	1,100	6½	6⅛	6⅛	— ¼
1⅜	½	1¾	1/16	$5	Venezuela Petroleum..	11,300	*1¾	1¼	1¼	— ½
5¼	2¾	6	3½	1	Woodley Petroleum....	1,100	5½	4½	4½	— ¾

•New high. †New low.

New York Bonds

Week Ended June 1

	High	Low	Last	Change
Atlantic Refg. deb. 5s...	107⅞	107⅝	107⅞	+ ¼
Calif. Pet. 5s.....	101⅝	101⅜	101⅝	— ⅛
Calif. Pet. 5½s.....	101¾	101¾	101¾	— ¼
Houston Oil 5½s '40....	96½	95⅝	96	— ¼
Pan Amer. Pet. of Calif. 6s	38⅜	37	37	—3½
Pan Amer. Pet. of Calif. 6s ctfs.....	38	35⅝	35⅝	—2¼
Phillips Pet. 5½s.....	103⅜	103⅛	103¼	— ¼
Pure Oil 5½s '37.....	101½	101¼	101⅜	— ⅛
Pure Oil 5½s '40.....	101¾	101	101¼	— ⅜
Richfield Oil of Calif. 6s..	32	29⅛	29⅛	—2⅞
Richfield Oil of Calif. 6s ctfs.....	31	29	29	—2
Shell Union Oil 5s.....	103⅞	103	103¾	+ ¾
Shell Pipe Line 5s '52....	104	103½	103⅞	0
Sinclair Con. Oil 7s A....	102⅛	102	102	0
Sinclair Con. Oil 6½s B..	102⅛	101⅞	101⅞	— ⅛
Skelly Oil 5½s.....	102⅜	102	102¼	— ⅜
S. O. N. Y. 4½s.....	103½	103	103¼	— ¼
Union Oil of Calif. 5s w.w.	102⅛	102⅛	102⅛	+ ⅛
Warner-Quinlan 6s.....	40	34	34	—4½

Seek Oil Under Caspian Sea

A party of geologists from the Central Administration of the Oil Industry of the U.S.S.R. is shortly to leave for the Caspian Sea to ascertain if possible the geological connections between the oil-bearing strata in Caucasia and Turkmenia, and also to define the oil content of the shallow zones of the Caspian Sea near the islands close to Apsheron and along the Turkmenian coast of the sea.

Pittsburgh Stock Exchange

Transactions Week Ended May 31, 1935

	Sales	High	Low	Last	Change Over Week
†Cities Serv.....	62	2⅜	1¾	2¼	+1⅛
Col. Gas & Elec...	1,836	7⅜	7	7⅜	+1⅛
†Continental Oil...	186	22¼	20	20	—2⅜
Devonian Oil.....	100	13¼	13¼	13¼	+ ¼
†Gulf Oil of Pa...	300	71	71	71	—2¼
Lone Star Gas....	2,026	5⅞	5½	5⅝	— ⅛
† do 6 p.c. conv. pfd.....	56	92	90¼	92	+2
† do 6½ p.c. pfd..	109	99	99	99	+3⅜
Pgh. Oil & Gas....	112	1	1	1	0
Plymouth Oil	530	9	9	9	—1½
Shamrock Oil & Gas.....	400	1⅛	1⅛	1⅛	0
†Socony-Vacuum..	265	15¼	13⅜	13⅜	—2
†Standard Oil of N. J.....	838	49½	45⅛	46¾	—2⅜

†Unlisted.

Cleveland Stock Exchange

Transactions Week Ended June 1, 1935

	Sales	High	Low	Last	Change Over Week
Canfield Oil.....	....	....	....	....	....
Nat'l Refining....	436	6⅞	6⅛	6⅛	— ¾
do pfd.....	....	....	....	....	....

New York Curb Bonds

Week Ending June 1

	High	Low	Last	Change
Cities Serv. 5s '50.....	49⅞	47⅜	47⅞	0
Cities Serv. 5s '66.....	49½	48¼	48¼	+ ¼
Cities Serv. G. 5½s '42..	86	82⅜	85⅛	+2⅜
Empire O & R 5½s '42..	68¼	66¼	66¼	—1⅜
Gulf Oil 5s '37.....	103⅜	103⅜	103⅜	— ⅛
Gulf Oil 5s '47.....	105½	105	105½	+ ½

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Second Quarter Standard Oil Dividends to be Higher

CASH dividend payments by the companies of the Standard Oil group for the second quarter of 1935 are estimated at $63,571,466 compared with $58,708,391 in the same quarter of 1934, according to Carl H. Pforzheimer & Co.

Increased payments by International Petroleum Co., Ltd. and Imperial Oil, Ltd. are responsible for the higher totals the current quarter. The increase of these two companies more than offset the decline occasioned by the absence of a current dividend of the Socony-Vacuum Oil Co. Socony-Vacuum will put its dividend on a semi-annual basis, paying in March and September.

International Petroleum declared a semi-annual dividend of 75 cents and a special dividend of 50 cents a share. This company will, therefore, distribute about $17,900,000 in the current quarter, a larger amount than any other member of the group.

Standard Oil of Kansas and Standard Oil of Nebraska, which paid dividends in this quarter last year, have since suspended payments.

* * *

Louisiana Oil Refining

Directors of the Louisiana Oil Refining Corp. and Louisiana Oil Corp. have directed their attorneys to file petitions in Louisiana for reorganization of those corporations under Section 77b of the National Bankruptcy Act.

* * *

Pure Oil Co.

Reports in financial circles indicate that the Pure Oil Co. may give serious consideration to readjusting its capital structure. It is said, however, that the company has not yet given formal consideration to the matter.

Pure Oil is paying a relatively high price for its capital in view of the present day cost of new financing. On Dec. 31, 1934 it had, beside 3,038,370 common shares, $13,000,000 of 8 per cent preferred, $16,764,000 of 6 per cent preferred, and $236,000 of 5¼ per cent preferred, $28,500,000 of 5½ per cent notes, and $4,338,400 of bank loans.

No dividends have been paid on the preferred stock since early in 1933, and current accumulations total about $4,500,000.

About half of the 5½ per cent notes are due in August, 1937 and the balance in March, 1940. Sinking fund operations call for retirement of about $1,000,000 of these notes each year.

The company can call either of its 6 per cent or 8 per cent preferred at any time at 110 a share. The 5¼ per cent issue is not redeemable.

* * *

Ohio Oil Co.

In the first quarter of 1935 Ohio Oil Co. operated at a profit of $622,-150, after all charges, compared with a profit of $1,416,176 in the same quarter of 1934. The smaller profit this year was due largely to write-offs for dry holes and cancelled leases.

Current assets were $38,327,822 at end of quarter and compared with $37,318,191 the year before. Current liabilities were $3,737,109 against $3,-713,882 on March 31, 1934.

Consolidated income account for quarter ended March 31, 1935, compares as follows:

	1935	1934
Sales	$10,277,978	$10,255,982
Cost and expenses	7,287,233	6,608,118
Gross profit	$2,990,745	$3,647,864
Other income	74,435	278,279
Total income	$3,065,180	$3,926,143
Federal taxes, etc.	529,040	812,336
Depr. and depl.	1,913,399	1,696,612
Minority interest	591	1,019
Net profit	622,150	$1,416,176
Preferred divs.	828,783	841,833
Deficit	$206,633	†$574,343

†Surplus.

Oil Dividends

Declared Last Week

Company	Amount	Record	Payable
South Penn Oil q.	30c	June 14	June 29
Standard Oil Exp. pfd. s.	$2.50	June 8	June 29

Dividends Waiting Payment

Barnsdall Corp.	†	June 1	June 30
Buckeye Pipe Line q.	75c	May 28	June 15
Canfield Oil Co. 7% pfd. q	$1.75	June 20	June 29
Humble Oil & Refg. q.	25c	June 1	July 1
McColl Frontenac Oil q.	20c	May 15	June 15
Ohio Oil	15c	May 20	June 15
Ohio Oil pfd. q.	$1.50	May 20	June 15
Royalite Oil Co.	75c	May 23	June 7
Standard of Cal. q.	25c	May 15	June 15
Standard of Indiana	25c	May 15	June 15
Standard of Ky. q.	25c	May 31	June 15
Standard of N. J. sa.	50c	May 16	June 15
Sun Oil q.	25c	May 25	June 15
Swiss Oil Corp.	10c	June 15	July 1
Texas Corp. q.	25c	June 7	July 1
Tide Water Asso. Oil 6% pfd.**	$3.00	June 7	July 1
Tide Water Oil‡	30c	June 7	June 29

**Covers payments due April 1, '35 and July 1, '35.
†Stock Div.; one-half share of Barnsdall Ref. for each share of Barnsdall Corp. held.
‡Paid 30c March 30, '35.

First Quarter Reports

Results of operations of oil companies in the first quarter of 1935 were varied. Some oil companies showed substantial improvement over the same period of 1934 while others did not. Total net profit of the 21 companies listed below was $430,870 less in 1935 than in 1934.

The two California companies, Union and Standard of California, had their best showing since 1930.

Generally speaking the production activities of the integrated companies have been almost wholly responsible for profits of those companies. In many cases where the integrated companies' operations for the first quarter of 1935 do not compare favorably with 1934, analysis of the statement shows increased drilling expenses which are charged directly to income.

Net earnings of 21 oil companies the first quarter of 1934 and 1935.

Company	1935	1934
Amerada Corp.	$399,310	$524,999
Atlantic Ref. Co.	*129,000	613,000
Barnsdall Corp.	*337,839	119,368
Colonial Beacon Oil Co.	*1,052,440	*900,054
Continental Oil Co.	940,807	1,211,483
Darby Petroleum Corp.	50,267	92,588
Houston Oil	122,083	175,607
Louisiana Oil Ref. Corp.	*534,794	*524,353
Ohio Oil Co.	622,150	1,416,176
Pacific Western	154,281	202,090
Panhandle P. & R.	*38,056	*47,014
Phillips Petroleum	1,452,335	726,125
Plymouth Oil	185,833	210,314
Shell Union Oil	*1,121,040	*41,091
Simms Petroleum Corp.	58,070	11,633
Skelly Oil	297,517	*146,655
S. O. California	4,891,022	3,323,591
S. O. Kansas	60,944	131,609
Superior Oil Corp.	†81,561	†74,594
Tide Water Assoc. Oil	1,220,991	1,430,962
Union Oil Co.	1,350,000	500,000
	$8,674,002	$9,104,872

*Loss. †Before federal taxes.

* * *

Receivership Extended

Because of the doubt whether an oil receivership can operate profitably without the benefit of the NRA, Federal Judge McCormick, May 29, extended the receivership of Western Oil & Refining Co. for only 60 days, unless a longer period should be found necessary.

The court said, in part: "In view of the Supreme Court's decision on the NRA, there is some doubt in the court's mind that such oil receiverships can continue to make a profit. . . . The gain in operating profits during the winter months is due to the orderly marketing of gasoline and other petroleum products under the provisions of the Pacific Coast Petroleum Agency agreement . . . . the expiration of which will leave the petroleum industry open to most of the evils of unbridled cut-throat competition, which has heretofore proven destructive to all units of the industry."

The company has been in receivership since April 2, 1931. Improvement in the company's current position during the 11 months ended April 30, 1935, amounted to $176,000.

New Books

Stainless Steels

The second edition of The Book of Stainless Steels, published by the American Society for Metals, Cleveland, is just off the press. Much new material has been added and all of the old has under gone revision in the hands of the 82 authors who have cooperated in its production. The book now has a total of 800 pages, an increase of 168 over the first edition in 1933, and 27 chapters are new or have been rewritten.

A chapter on arc welding of high chromium irons by J. C. Hodge, a number of chapters on various types of castings by A. C. Jones, a chapter on 29 per cent chromium, 9 per cent nickel by R. J. Wilcox, a chapter on Requirements of the Petroleum Refineries by E. S. Dixon, and the index of trade named alloys produced in the United States by C. E. Plummer are notable addfions to this edition.

The book is divided into six parts:—General Considerations, Production and Fabrication, Properties of the Typical Alloys, Specialized Tests, Requirements of the Consuming Industries, and Indexes. The division on properties is the most extensive and is subdivided under the general heads of Five Per Cent Chromium Steels, Low Carbon Stainless Steels, High Carbon Stainless Steels, Chromium Ferrites, 25 to 30 Per Cent Chromium-iron Alloys, Austenitic 18 Per Cent Chromium, 8 Per Cent Nickel Alloys, Higher Alloys of Chromium-Nickel-Iron, and Other High Chromium Alloys, with as many as seven different phases of the uses or properties discussed by different writers.

The book may be purchased for $5 from the Society.

* * *

Butane-Propane Handbook

The second edition of The Handbook of Butane-Propane Gases has just been released by Western Gas. The book has been completely revised and covers a considerably broader range of material. There are 16 major chapters of which nine are entirely new contributions. For their basic reference value several of the original chapters are retained but each has been amplified. Each chapter is actually a technical article by a specialist in some particular field.

Subjects covered in various chapters are physical properties, engineering data, properties of butane-propane mixtures, volume correction factors, composition, testing and analytical determination, manufacture, extraction of liquefied gas from refinery gases, transportation, storage, use with manufactured gas, central plants for service, use in engines, use as industrial fuel, and competitive position.

In addition to covering internal combustion engine use, and the manufacture and physical properties of the refinery-produced liquefied gases, this edition presents new material on pressure vessels, temperature-volume correction factors, and competitive fuel data.

There has been added several tables of thermodynamic properties, specifications for commercial grades with related tests and analytical procedures, a discussion of new developments in motor truck shipment, new divisions on peak load and standby service, data on gas refrigeration, appliance conversions and accessories, new material on welding and cutting, and on agricultural frost protection.

Summaries of current practices in the fields of central plants and bottled gas distribution, obtained by questionnaire, are presented and two compilations of information, the directory of central plants and the bibliography, have been extended to include the past two years.

Published in 9 x 12 inch size, the Handbook is approximately 400 pages in length and has 122 tables and 223 illustrations. It sells for $5 from the publishers, "Western Gas", 810 S. Spring St., Los Angeles.

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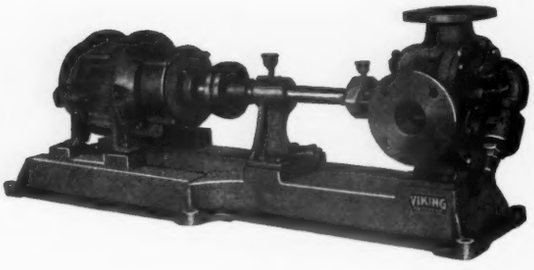
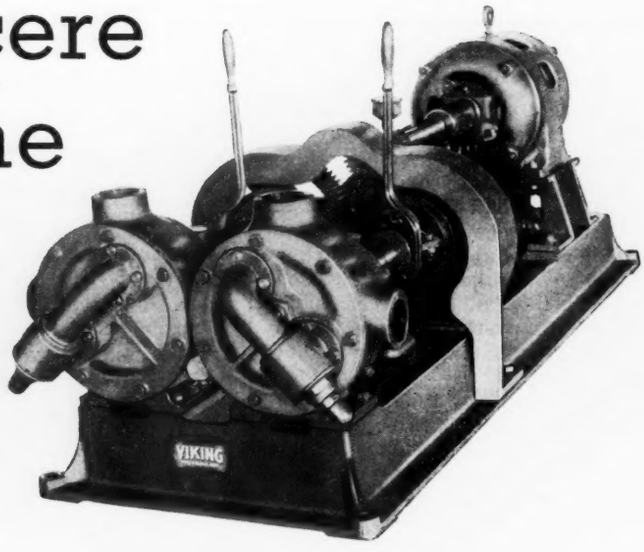
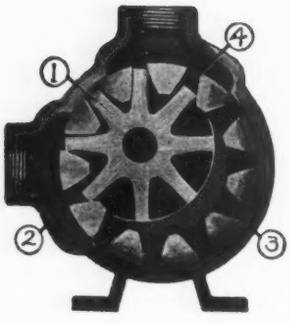




Viking Rotary Pump



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